

# Salesforce AP-213

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# Latest Version: 6.0

## Question: 1

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product

- A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new
- A. The Sales Agreement that was activated last will be linked to the order.
  - B. The Sales Agreement that was activated first will be linked to the order.
  - C. The Sales Agreement can only be ked manually to the order.
  - D. The Sales Agreement that was selected by custom logic will be linked to the order.

**Answer: D**

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last. Reference:

Sales Agreements and Forecasting in Manufacturing Cloud  
Set Up and Configure Sales Agreements

## Question: 2

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from direct orders.
- B. Automatically from orders through contracts
- C. Manually using Actual Orders API
- D. Manually using API upload

**Answer: C**

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use

external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods1. 1: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers2

### Question: 3

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Update Adjustments
- D. Regenerate Agreement

**Answer: A, C**

Explanation:

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

**Recalculate Actuals:** This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

**Update Products:** This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

### Question: 4

In Tableau CRM for manufacturing which security predicate ..... ManagerId

- A. use Role Hierarchy
- B. Manufacturing Cloud Hierarchy
- C. Account Hierarchy
- D. Row level Sharing for territories
- E. Use Manager Hierarchy

**Answer: E**

Explanation:

: A security predicate is a filter that restricts access to data based on user attributes. In Tableau CRM for manufacturing, you can use the Manager Hierarchy security predicate to limit data access based on the user's manager. For example, if you want to show only the sales agreements that belong to the user or their direct reports, you can use the Manager Hierarchy security predicate with the ManagerId field. This way, each user can see only the data that is relevant to them and their team. Add Row-Level Security with a Security Predicate, Developing and Managing Tableau CRM Assets in Production

## Question: 5

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement
- B. Sales Agreement Product
- C. Sales Agreement Product schedule

**Answer: A, B, C**

Explanation:

n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.

Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.

Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. Sales Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

## Question: 6

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

**Answer: A, B**

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period<sup>1</sup>. The default limit is 9 million records, but it can be changed by the admin<sup>2</sup>. If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts<sup>2</sup>. This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

## Question: 7

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- A. Approved
- B. Pending
- C. Active
- D. Draft

**Answer: D**

Explanation:

o add products to an order that is on an active sales agreement, the order must be in Draft status. Once an order is in Draft status, you can add products from the sales agreement or from the product catalog. You can also edit the order details, such as quantity, price, and discount. After you add the products, you can submit the order for approval. The order status changes to Pending, and the order is locked for editing. The order must be approved before it can be activated. Once the order is activated, the order status changes to Active, and the order is

synced with the sales agreement. The order actuals are reflected in the sales agreement actuals. Approve and Activate a Sales Agreement, Get Started with Salesforce Order Management

### Question: 8

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. 0 to 100, 101 to 200, 201 to 300, 301 to 400
- B. 0 to 100, 100 to 200, 200 to 300, 300 to 400
- C. Less than 100, Less than 200, Less than 300, Less than 400
- D. Greater than 100, Less than 200, Less than 300, Less than 400

**Answer: A**

Explanation:

A rebate type benefit defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. The minimum and maximum range values specify the sales targets for each benefit tier. The range values must be continuous and non-overlapping, meaning that the minimum value of one tier must be equal to the maximum value of the previous tier, and there should be no gaps or overlaps between the tiers. Therefore, option A is the only valid sequence of minimum and maximum range values for a rebate type benefit. Rebate Management Workflow, Create and Manage Rebate Programs

### Question: 9

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Opp, Contracts
- C. Account, Price book, Product
- D. Account, Product, Orders

**Answer: C**

Explanation:

create a sales agreement, you need to specify the account, the price book, and the product(s) that are part of the agreement. The account is the customer that you have a contractual relationship with. The price book is the list of products and prices that you offer to the account.

The product(s) are the items that you agree to sell to the account for a certain quantity, price, and time period. You can also add other optional data elements to the sales agreement, such as start date, end date, schedule frequency, schedule count, and terms and conditions<sup>1</sup>. Reference:  
Create a Sales Agreement

## Question: 10

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

**Answer: B**

Explanation:

: The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement<sup>1</sup>. 1: Define Renewal Period for Sales Agreements | Salesforce Help<sup>2</sup>

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