Free Salesforce AP-213 Practice Questions

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Question 1

Question Type: MultipleChoice

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.

Which functionive team?

Options:

A- Account Based Forecasting
B- Product Categories
C- Sales Agreements

Answer:

B

Explanation:

o help the executive team make decisions quickly, an administrator should implementProduct Categoriesfunctionality.Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package12. By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business.They can also use Product Categories to create sales agreements and forecasts at different levels of granularity1.Reference:Manage Products and Categories in a Sales Agreement,Configure Product Hierarchies Unit

Question 2

Question Type: MultipleChoice

Which two methods can be used to recalculate payouts after the payout period is closed?

Options:

A- Recalculate payouts due to changed benefits
B- Renew payouts with benefit charges
C- Recalculate payouts with no charge in benefits

D- Receive payouts with charged benefits
E- Recalculate account benefit charge

Answer:

A, C

Explanation:

You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period. The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed.Reference:Recalculate Payouts for Closed Periods,Rebate Management

Question 3

Question Type: MultipleChoice

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics.

What should a Manufacturing Cloud consultant recommend for configuring forecasting?

Options:

A- Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
B- Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
C- Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

Answer:

A

Explanation:

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts1.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures1.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division2.

Each forecast set needs to have a different period group, which defines the time periods for forecasting.For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group2.

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast.In this case, UC wants to forecast revenue and quantity for both divisions2.

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

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Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

Question 4

Question Type: MultipleChoice

Universal Chemicals (UC) is selling liquid chemicals to Its Business to Business (B2B) customers based on delivery contracts that are represented as sales agreements in Manufacturing Cloud. UC's chemicals are shipped in various tank sizes. UC has requested to show the agreed and delivered volume on each schedule and in the actual figures so that the forecast can be made on the agreed, ordered, and delivered volume of liquids.

What should a Manufacturing Cloud consultant recommend to meet this requirement?

Options:

A- Create custom fields to store the volume, create a Metric Mapping, and then add the metric to the Agreement Terms.
B- Create custom fields tor volume and total volume, and a before save flow to calculate the total volume Add a Metric Mapping to display the metrics on the sales agreements.
C- Create a custom field to store the volume and a formula field to multiply the volume by the quantity to show the total volume. Add the metric to the Agreement Terms to display the metrics on the sales agreements.

Answer:

A

Explanation:

To accommodate Universal Chemicals' requirement to show agreed and delivered volume on each schedule and in actual figures for their liquid chemicals, a Manufacturing Cloud consultant should recommend creating custom fields for volume and total volume on the sales agreement objects. Additionally, a before save flow can be used to calculate the total volume based on these fields. Metric Mapping can then be utilized to display these metrics on the sales agreements, allowing for a comprehensive view of agreed, ordered, and delivered volumes, which is essential for accurate forecasting and management of liquid chemicals in various tank sizes .

Question 5

Question Type: MultipleChoice

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

Options:

A- Rebate Management
B- Sales Agreements
C- Account Based Forecasts
D- Account Manager Targets

Answer:

B, D

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

Question 6

Question Type: MultipleChoice

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

Options:

A- Accounts, Orders, Order Lines, Products
B- Accounts, Orders, Order Lines, Invoices
C- Accounts, Orders, Order Lines, Opportunities

Answer:

A

Explanation:

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model. Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders.Reference:Sales Agreement Object Model,Create a Sales Agreement,Sales Agreement Fields

Question 7

Question Type: MultipleChoice

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.

How should the system administrator set up Advanced Account Forecasting?

Options:

A- Configure the forecast set on the Advanced Account Forecasting Setup page.
B- Configure the forecast context field from Account Id to Product Category.
C- Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

Answer:

C

Explanation:

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region.Reference:Create Holistic Forecasts with Advanced Account Forecasting,Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting,Calculate Account Forecasts Using Flows

Question 8

Question Type: MultipleChoice

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.

What should an administrator consider while designing for this requirement?

Options:

A- Only number, percent, and currency field types are available for mapping.
B- Only number, formula, and value field types are available for mapping.
C- Only number, currency, and formula field types are available for mapping.

Answer:

C

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool. The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping. Therefore, the correct answer is C. Only number, currency, and formula field types are available for mapping.Reference:Customize Salesforce Field Mappings,Create Custom Fields for Sales Agreement Products and Schedules

Question 9

Question Type: MultipleChoice

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

Options:

A- Setup anew rebate program with that volume rebate type and a single payout period for Jan

B- Set Rebate type to active on Jan1 and inactive on Jan31
C- Use the effective date on Rebate Type
D- Set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31

Answer:

D

Explanation:

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity.Reference:Eligible and Applied Rebate Types on a Transactional Object,Common Rebate Types

Question 10

Question Type: MultipleChoice

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

Options:

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 period1.The default limit is 9 million records, but it can be changed by the admin2.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 forecasts2. 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.Reference: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


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