



# Salesforce

AP-213 Exam

Manufacturing Cloud Accredited Professional

Exam Latest Version: 13.0

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### Question 1. (Multi Select)

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A: All users can see the list views
- B: Share list view with group of users
- C: Share list view with account owners
- D: All users above hierarchy can see this list views

**Correct Answer: A, B**

#### **Explanation:**

To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views. This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

### Question 2. (Single Select)

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A: Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- B: Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
- C: Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
- D: Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.

**Correct Answer: B**

**Explanation:**

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics<sup>1</sup>. 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

**Question 3. (Single Select)**

What is the maximum number of products a sales agreement can have?

- A: 1500
- B: 500
- C: 100
- D: 1000

**Correct Answer: A**

**Explanation:**

: A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance<sup>1</sup>. Considerations for Working with Manufacturing

**Question 4. (Multi Select)**

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

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

**Correct 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 5. (Single Select)**

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A: Template Builder
- B: Experience Builder
- C: Site Builder
- D: Partner Builder
- E: Process Builder

**Correct Answer: B**

**Explanation:**

Experience Builder is the tool that can be used to customize the site after selecting the

manufacturing template in the community creation wizard. Experience Builder is a point-and-click tool that lets you create pixel-perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. [Create the Manufacturing Partner Template and Add Partner Users - Salesforce](#), [Create an LWR Site in Experience Cloud - Salesforce Developers](#), [Experience Builder - Salesforce Help](#)



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