AP-205 Sample Questions Answers & Reliable AP-205 Test Topics

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which setting does a consultant need to activate to ensure that every time a claim is set to submitted for approval, an automated process checks if at least one fund is linked to the claim?

- A. The Requires Funds setting on the approval process
- B. The Enable Tactic Auto Fund Assignment on the sales org
- C. The Requires Funds setting on the claim template

Answer: C

Explanation:
Claims Management involves validating that a deduction or invoice is valid before paying it. A critical validation rule is ensuring that the money is coming from somewhere-i.e., a Fund.
This validation logic is controlled by theClaim Template. The Claim Template acts as the blueprint for the claim document. It contains a specific checkbox or setting called"Requires Funds"(Option C).
* When this is enabled, the system enforces a hard validation: a user cannot change the status to
"Submitted"(or advance the workflow) unless a Fund record is associated with the Claim.
* Option A ("Auto Fund Assignment") is an automation feature tofinda fund, not a validation rule tocheck for one.
* Option B is incorrect because Approval Processes triggeraftersubmission logic; the validation typically happens on the record state transition controlled by the template6.

NEW QUESTION # 60

Cloud Kicks (CK) has implemented Consumer Goods Cloud TPM and its administrator has uploaded Customer Business Plans (CBPs) in January for the current year (CY) and the next year (NY) for each Planning Customer Category combination. As some of CK's key account managers (KAMs) are responsible for all categories within a Planning Customer, the company would like to change the setup to have just one CBP by Planning Customer.
Which information should a consultant share with CK?

- A. None of the CBPs, which were created for the CY and NY can be deleted.
- B. The CBPs for the CY cannot be deleted, but CBPs for the NY can be deleted.
- C. The CBPs for the CY and NY can be deleted and set up as needed.

Answer: C

Explanation:
Customer Business Plans (CBPs) in Consumer Goods Cloud are records that establish the targets and planning data for a specific customer and year. If the granularity of the planning needs tochange (e.g., from
"Planning Customer + Category" to just "Planning Customer"), the existing CBP records can be deleted provided they are not locked by active workflows or other restrictive dependencies that strictly prevent deletion. Deleting the incorrect CBPs allows the administrator to re-upload or re-create the plans at the correct level of granularity (Planning Customer level) for both the Current Year and Next Year to meet the new business requirement.

NEW QUESTION # 61

A system administrator in Ursa Major Solar wants to load Sell through volume of a customer in data processing engine for read as a key performance indicator (KPI).
Which permission set license should a consultant recommend assigning so that the system administrator is able to load the data?

- A. CGC Retail and Trade Promotion Management Psl
- B. Lightning Trade Promotion Management Psl

- C. CGC Processing Services Register

Answer: C

Explanation:
In the Salesforce Consumer Goods Cloud (CGC) architecture, high-volume calculations and data processing for Trade Promotion Management (TPM) are handled by the Cloud Processing Service (CPS). This off- platform engine is necessary to manage the massive data grids involved in promotion planning.
When a System Administrator needs to interact directly with this engine-specifically to load, register, or sync external data sources (like "Sell through volume") so they can be read as KPIs-they require specific privileges that go beyond standard CRM access.
TheCGC Processing Services Registerpermission set license is explicitly designed for this administrative purpose.
This license grants the user the necessary API rights and access controls to manage theData Processing Engine (DPE)definitions and trigger the synchronization jobs that hydrate the CPS with data. Without this specific license, the administrator might be able to see the TPM application screens (if they have the TPM license, Option A), but they would lack the backend permissions required to configure the data ingestion pipelines that feed the calculation engine.

NEW QUESTION # 62
A customer needs a solution to generate tactic product conditions in Consumer Goods Cloud and has asked a consultant to do a feasibility check.
What should the consultant advise the customer?

- A. Tactic product conditions can be generated only at the available product level configured in the tactic template.
- B. Tactic product conditions can be generated on any product hierarchy level that the user chooses.
- C. Tactic product conditions can be generated only at the lowest product level in the product hierarchy.

Answer: A

Explanation:
Tactic Product Conditions (TPCs) are the records generated by TPM to represent the "deal" in a way that can be executed-for example, a pricing condition record sent to an ERP to apply a 10% discount.
The generation of these conditions is not free-form; it is strictly governed by the configuration of theTactic Template.
* Feasibility Constraint:You cannot simply choose to generate a condition at the "Brand" level if the Tactic was designed and configured to operate at the "SKU" level, or vice versa.
* Tactic Template Configuration:When setting up a Tactic Template (e.g., "Display - Gold"), the administrator defines theProduct Level(e.g., Category, Brand, Product) at which this tactic operates.
The system relies on this configuration to know how to aggregate or split the data when generating the conditions.
Therefore, Option B is the correct advice. The system enforces the structure defined in the template. If the Tactic Template is configured for "Product Level" input, the conditions will be generated at the Product Level. If it is configured for "Category Level," the conditions will be generated at the Category Level. Option A is incorrect because the user cannot override the template configuration on the fly. Option C is incorrect because TPM supports conditions at higher levels (like Category) if the template is set up that way; it is not restrictedonlyto the lowest level.

NEW QUESTION # 63
Cloud Kicks is planning promotions for planning accounts, including different formats like Hypermarkets, Supermarkets, Convenience, and Online. To which object should the data of these formats be interfaced?

- A. Customer Trade Org Hierarchy with Relationship Type Sub Account
- B. Customer Relationship with Relationship Type Sub Account
- C. Sub Account with timeframe Valid From and Valid Thru

Answer: B

Explanation:
In the Consumer Goods Cloud data model, the concept of "Planning Accounts" (where the plan is created) often differs from the "Execution" or "Format" level (where the volume actually occurs). A retailer might be one Planning Customer (e.g., "Global Retailer Inc."), but they operate distinct store formats like
"Hypermarkets" and "Supermarkets" which have different performance characteristics.
To model this, Salesforce utilizes theCustomer Relationshipobject. This object acts as a flexible connector that links the main Planning Account to the specific Format accounts (Sub-Accounts). The correct configuration involves setting theRelationship

Typeto"Sub Account".

This architecture allows the system to aggregate data. When a KAM plans a promotion for the main "Planning Account," the system needs to know which underlying stores or formats contribute to that volume. By interfacing the format data into theCustomer Relationshipobject with the "Sub Account" type, the TPM calculation engine can automatically roll up historical data (baselines) from the Supermarkets and Hypermarkets to the Planning Account level. Conversely, it allows for planning at the format level if needed. This is superior to using the standard Trade Org Hierarchy (Option A) for this specific use case because
"Formats" are often virtual or logical groupings that existacrossstandard geographic hierarchies, and the Customer Relationship object provides the necessary flexibility to map these many-to-many or specific one-to- many relationships without disrupting the primary sales organization tree.

NEW QUESTION # 64

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He also helps run the London Ruby User Group, AP-205 spreading the word about his favorite programming language to anyone who will listen, The Timeline shows the temporal progression of your Valid AP-205 Test Labs project, and the Program Monitor shows what's happening at the current frame, or playhead.

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