

AP-205시험패스인증덤프공부 & AP-205적중율높은덤프공부

최신 Accredited Professional Process-Automation 무료샘플문제 (Q53-Q58):

질문 # 53

What are three basic building blocks of Salesforce Flow?

- A. Element
- B. Variables
- C. Constants
- D. Connector
- E. Resource

정답[A,D,E]

질문 # 54

Which Process Builder component determines when a process runs?

- A. Action
- B. Screen
- C. Criteria
- D. Trigger

정답[D]

질문 # 55

Which of the following three statements are correct regarding Flow interviews?

- A. A flow interview always runs n single instance of n flow.
- B. Any flow interviews that are not in use should be deleted go that user's pending list includes only interviews that they ..
- C. A single flow can have up to 50 different versions.
- D. Only those flow interviews can be deactivated that have been paused at least once.
- E. Users can use browser's Back or Forward buttons to navigate through a flow

정답[D]

질문 # 56

How many active versions of a flow can you have at a given time?

- A. 0
- B. Unlimited
- C. 1
- D. 2

정답[A]

참고: PassTIP에서 Google Drive로 공유하는 무료 2026 Salesforce AP-205 시험 문제집이 있습니다.
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최신 Consumer Goods Cloud AP-205 무료샘플문제 (Q26-Q31):

질문 # 26

Cloud Kicks recently implemented a Consumer Goods Cloud TPM solution and key account managers (KAMs) are now using the TPM system. During the strategic planning, once the revenue targets are finalized, funds are allocated for an account. A KAM takes the first look at the account plan. After analyzing the account's products and related key performance indicators (KPIs) at the account, product group, and product levels, the KAM identified the gap between the baseline volumes and the target sales volume. How should a consultant recommend filling the identified gap without creating incremental volume?

- A. Edit and change the adjustment KPIs in the account plan and look at these changes in the account plan view in order to analyze promotion effectiveness for target volume.
- B. Anticipate changes to some adjustment KPIs. Adjust the KPIs in a Customer Business Plan and look at these changes in the account plan view to analyze promotion effectiveness for target volume.
- C. Plan the sellable promotions in the TPM system and view the increased volume resulting from the promotions. Analyze how effective promotions are and whether they are likely to hit the target volume.

정답: A

설명:

This scenario describes Gap Planning, a critical part of the Account Planning process (Customer Business Plan or CBP). The KAM has a "Target" (Goal) and a "Baseline" (Forecast). The difference is the "Gap." The constraint in the question is key: "without creating incremental volume."

* Incremental Volume is generated by Promotions (Tactics like price cuts or displays). Therefore, Option C (Plan sellable promotions) is incorrect because that is explicitly about driving incremental volume.

If the KAM needs to close the gap without running new promotions, they must adjust the Baseline or Base Forecast assumptions. For example, they might believe the market will grow organically, or a new product listing will drive steady sales. In Consumer Goods Cloud TPM, this is done using Adjustment KPIs directly within the Account Plan (CBP) view. By editing these adjustment fields (e.g., "Baseline Adjustment" or

"Manual Forecast Override"), the KAM effectively modifies the "Base" volume prediction to match the

"Target," thereby closing the gap in the plan. Option A correctly identifies this direct manipulation of the Account Plan KPIs as the method to align forecasts without resorting to trade activity.

질문 # 27

A system administrator at Northern Trail Outfitters onboarded some new customers in the TPM org and created a new key performance indicator (KPI) set to do scenario planning for newly added customers. The system administrator configured the new KPI set in the promotion template and created new promotions using the same template. The system administrator also created new fields on the promotion and KPI maps to link the field on promotion with the KPIs stored in Consumer Goods Cloud Processing Service.

For which objects should the system administrator run Ad-Hoc Sync to see the scenario planning results immediately?

- A. KPI Map, Promotion Template, Promotion
- B. KPI Map, Promotion Template, Customer Extension
- C. Account, Promotion Template, Customer Extension

정답: A

설명:

The Ad-Hoc Sync feature in Consumer Goods Cloud is a critical administrative tool used to push metadata and configuration changes to the Processing Service immediately, bypassing the standard nightly batch windows. This is essential during setup or debugging (like scenario planning configuration) to verify results instantly.

To determine which objects need syncing, analyze what was changed:

* New Fields & Linking: The admin created fields and updated the KPI Map. The KPI Map tells the engine how to read/write data from Salesforce fields into the calculation grid. If this isn't synced, the engine won't know the new fields exist.

* Configuration: The Promotion Template was modified to include the new KPI Set. The template is the blueprint; the engine needs this new blueprint to know which KPIs to display and calculate.

* Transactional Data: Promotions were created using this template. For the scenario planning to work on these specific records, the promotion instances themselves must be recognized by the processing layer.

While "Customer Extension" (Option B/C) is important for account-level attributes, the scenario specifically highlights changes to

the KPI definition, Template structure, and the Promotions themselves. Therefore, the set {KPI Map, Promotion Template, Promotion} represents the specific metadata chain that must be refreshed for the calculation engine to correctly process the new scenario planning logic.

질문 # 28

During a design session, a client has informed a consultant that base volumes for a group of planning level accounts is available only at the Sub Account level.

How should the consultant design this for planning accounts that rely on Sub Account data?

- A. Create a Customer Set and create a promotion template with Sub Account functionality.
- B. Create a promotion template with Sub Account functionality enabled and enable Consider Sub Accounts functionality in the key performance indicator (KPI) definition to read volumes.
- C. Select Sub Accounts on the Account P&L and select calculation mode as Sub Account Aggregation on the promotion template.

정답: C

설명:

This scenario addresses a common data granularity mismatch: the Planning is done at the Parent (Anchor) level, but the Data (Base Volumes) resides at the Child (Sub Account) level.

To bridge this gap, the Promotion Template and Account P&L must be configured for Aggregation.

* Select Sub Accounts on Account P&L: The Key Account Manager must essentially "opt-in" the relevant sub-accounts into the view. This tells the system which children contribute to this plan.

* Calculation Mode: Sub Account Aggregation: This is the specific setting in the Promotion Template that dictates the engine's behavior. Instead of looking for a baseline volume record attached directly to the Parent Account (which doesn't exist in this scenario), the engine is instructed to look at the selected Sub Accounts, retrieve their individual baselines, and sum them up (Aggregate) to display the total at the Planning Account level.

Without this "Sub Account Aggregation" mode, the baseline at the planning level would likely show as zero because the system would default to looking for a direct match at the parent level. Option B correctly identifies the combination of UI selection (P&L) and calculation logic (Aggregation Mode) required to surface this data.

질문 # 29

Cloud Kicks is using assortments to drive the customer product list. Key account managers (KAMs) perform updates multiple times during the day to the product list and want to be able to promote these products on the same day in a new promotion.

What should the KAMs ensure is done to be able to promote products that have been added to the assortment?

- A. Refresh the assortment screen.
- B. Re-approve the changes in the assortment.
- C. Sync the changes in the assortment with the processing service.

정답: C

설명:

In the Salesforce Consumer Goods Cloud (CGC) architecture, data is split between the core Salesforce platform (where standard objects like Assortments and Products reside) and the Cloud Processing Service (the high-performance calculation engine usually hosted on Hyperforce/Heroku).

When a Key Account Manager (KAM) updates a Product Assortment in the core platform—for example, adding a new SKU to the "Summer 2025" list—this change is committed to the Salesforce database immediately. However, the TPM Planning Grid (the P&L view) and the Promotion Product Selector rely on the Processing Service to render data quickly. The Processing Service uses a cached or synchronized version of the master data to perform its complex calculations.

If the KAM immediately tries to create a promotion for the new product, it might not appear in the selector because the Processing Service is unaware of the update. Merely refreshing the screen (Option C) only reloads the UI, not the underlying data cache. Therefore, to bridge the gap between Core Salesforce and the Calculation Engine, the KAM or an automated process must sync the changes (specifically the Assortment-Product links) to the processing service. This action pushes the new relationship into the engine's memory, making the product available for immediate promotion planning and calculation.

질문 # 30

Which technology should a consultant primarily leverage to enable the centralized repository of comprehensive stock keeping unit (SKU) information, including specifications, images, and attributes?

- A. Data lakes
- B. Enterprise Resource Planning (ERP) systems
- C. Product Information Management (PIM) systems

정답: C

설명:

The question specifies the need for a repository of comprehensive SKU information, explicitly mentioning specifications, images, and attributes.

* ERP (Option A): Primarily handles transactional data (Price, Cost, Inventory Count, SKU Code). It is generally poor at storing rich media like high-resolution images or marketing descriptions.

* PIM (Option B): A Product Information Management system is purpose-built to centralize and enrich product data. It manages the marketing-facing attributes (images, long descriptions, nutritional info, dimensions) that are essential for catalogs and digital displays.

* Data Lake (Option C): While it can store raw data, it lacks the structured governance and syndication workflows of a PIM.

For a PIM implementation that requires rich product displays for the KAMs (e.g., seeing the product image on the promotion card), the consultant should look to integrate with the client's PIM system.

질문 # 31

.....

다른 방식으로 같은 목적을 이룰 수 있다는 점 아세요? 여러분께서는 어떤 방식, 어느 길을 선택하시겠습니까? 많은 분들은 Salesforce 인증 AP-205 시험패스로 자기 일에서 생활에서 한층 업그레이드 되기를 바랍니다. 하지만 모두 다 알고계시는 그대로 Salesforce 인증 AP-205 시험은 간단하게 패스할 수 있는 시험이 아닙니다. 많은 분들이 Salesforce 인증 AP-205 시험을 위하여 많은 시간과 정신력을 투자하고 있습니다. 하지만 성공하는 분들은 적습니다.

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