



## 최신 Consumer Goods Cloud AP-204 무료샘플문제 (Q119-Q124):

### 질문 # 119

Product managers requested to make a brand new product available for the initial sale by account executives in Industries CPQ and support order fulfillment.

What are the two scope items to be included in the following sprints to meet the requirements?

- A. Product Model
- B. OmniScript for Guided Selling Process
- C. Decomposition Relationships
- D. Orchestration Process for MACD

정답: A,C

### 설명:

To make a brand-new product available for Industries CPQ initial sale and support order fulfillment, two major work items must be completed:

B . Decomposition Relationships

These define how the commercial product breaks into technical products required for fulfillment. Without decomposition, Order Management cannot generate Fulfillment Request Lines.

D . Product Model

The product must be fully modeled in the Enterprise Product Catalog (EPC):

Product Spec

Attributes

Prices

Cardinality

Bundles

Incorrect options:

A . OmniScript is optional; CPQ can still operate via the Cart without custom OmniScripts.

C . MACD Orchestration is not needed for initial sale; only fulfillment of new orders is required at launch

### 질문 # 120

Universal Containers is using Communications Cloud for their B2B use cases. They have an integration with a legacy stack that will handle network provisioning and billing. As part of their Order Management process they have to send the customer data to the legacy app, which in turn provisions billing.

What should a Consultant recommend to make this callout easier to configure, easier to maintain, and performant?

- A. Model the customer data as multi picklist attributes within the cart and create Decomposition relationships accordingly to send the right information within the callout tasks.
- B. Create a custom integration adapter to fetch the customer info and pass it to the payload that will be sent to the external application.
- C. Model the customer data to Technical Products along with other Products and Services and create Decomposition relationships accordingly to send the right information within the callout tasks.
- D. Model the customer data as fields on Order and pass the fields along with the other attributes to the payload.

정답: D

### 설명:

In Communications Cloud, integrations performed during Order Management-especially callouts for provisioning, billing, and customer synchronization-should use the Order object as the primary integration payload source. Salesforce's public Order Management design principles specify that customer data required for external provisioning should be modeled directly on the Order when the data is stable, required frequently, and does not belong to technical products.

This approach offers:

Simple configuration (fields on Order object rather than product attributes) High maintainability, because administrators can adjust mappings without changing product models or decomposition rules Performance efficiency, as Order-based callouts do not require deep decomposition navigation or attribute inheritance logic Clear separation of commercial vs. technical data, one of the core EPC principles Options C and D introduce unnecessary complexity. Customer data does not belong on Technical Products (C) nor should it be modeled as multi-picklist cart attributes (D), as these degrade performance and complicate decomposition. A custom adapter (A) adds code and contradicts Salesforce's declarative-first approach.

### 질문 # 121

Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

- A. Use a custom task with apex
- **B. Use an inventory check task with flow**
- C. Use a promotion check task with apex
- D. Use a custom task with flow

**정답: B**

**설명:**

This approach allows for an efficient and code-minimal way to check compliance of high-value assets in stores and trigger correction action plans based on Boolean values.

### 질문 # 122

Which Statement is accurate regarding Action Plan Templates?

- A. They can be deleted
- **B. They can be Cloned**
- C. They cannot be setup in the mobile application
- D. They can be associated with Assessment Task Definitions and Component Tasks

**정답: B**

**설명:**

Action Plan Templates in Consumer Goods Cloud can be cloned, enabling users to replicate and modify templates for various purposes and scenarios.

### 질문 # 123

ABC Telecom wishes to offer certain offers to retain its outgoing customers. They would like to give pricing adjustments across the catalog. They also want their agents to have the ability to give runtime adjustments and wish to have the approval process defined around the same.

Which feature should the Consultant suggest to address the above requirements?

- **A. Discounts**
- B. Adjustments using Context rules
- C. Promotions
- D. Customizations using CPQ Hooks

**정답: A**

**설명:**

In Salesforce Industries (formerly Vlocity) environments-especially relevant for Telecom, Media, and Energy-scenarios involving runtime price changes, agent-driven adjustments, and approval workflows are handled through Discounts, not Promotions or Context Rules. Discounts are specifically designed to allow flexible, rule-driven, and approval-controlled adjustments across the catalog, making them ideal when a company wants to equip call-center or retention agents with the ability to negotiate offers with outgoing customers.

Salesforce's public guidance explains that Discounts support both manual and automated application methods. Administrators can enable runtime/manual discounts, specify discount types (percentage or fixed amount), and attach approval rules via the Industries Pricing Compliance framework. These can be targeted across the entire product catalog, specific product hierarchies, or only selected offers. This aligns perfectly with ABC Telecom's requirement to apply pricing adjustments across the catalog and allow agents to make on-the-spot price changes.

While Promotions are useful for predefined marketing offers, they do not support agent-driven runtime flexibility. Context Rules automate pricing logic but do not provide agent-level manual control. CPQ Hooks require custom development and are not intended for business-driven discounting workflows.

Therefore, Discounts are the recommended and Salesforce-aligned feature for agent-controlled runtime adjustments, catalog-wide

applicability, and approval process integration, exactly matching the needs of a telecom retention team.

### 질문 # 124

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