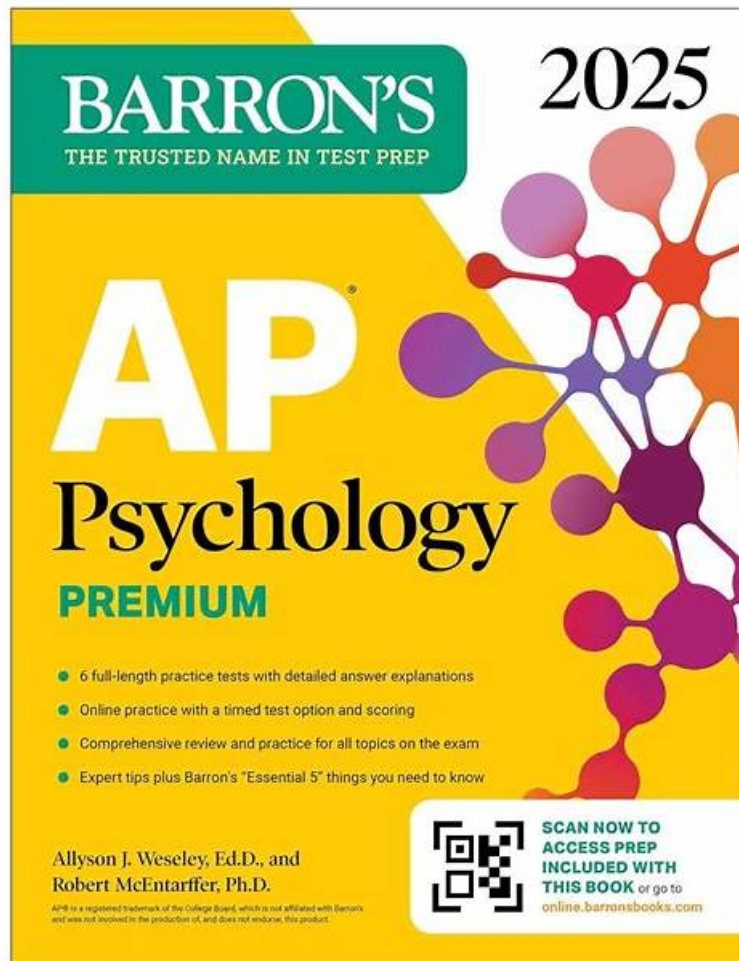


New AP-205 Test Notes & AP-205 PDF



Convenience of the online version of our AP-205 study materials is mainly reflected in the following aspects: on the one hand, the online version is not limited to any equipment. You are going to find the online version of our AP-205 exam prep applies to all electronic equipment, including telephone, computer and so on. On the other hand, if you decide to use the online version of our AP-205 Study Materials, you don't need to worry about no network.

Now Salesforce AP-205 certification test is very popular. Not having got AP-205 certificate, you must want to take the exam. Indeed, Salesforce AP-205 test is very difficult exam, but this is not suggested that you cannot get high marks and pass your exam with ease. Without knowing the shortcut of Salesforce AP-205 Exam, do you want to know the testing technique? As for the point, I can tell you that ExamPrepAway Salesforce AP-205 study guide is your unique choice.

>> New AP-205 Test Notes <<

Quiz 2026 Fantastic Salesforce AP-205: New Consumer Goods Cloud: Trade Promotion Management Accredited Professional Test Notes

We all know that pass the AP-205 exam will bring us many benefits, but it is not easy for every candidate to achieve it. The AP-205 guide torrent is a tool that aimed to help every candidate to pass the exam. Our exam materials can installation and download set no limits for the amount of the computers and persons. We guarantee you that the AP-205 study materials we provide to you are useful and can help you pass the test. Once you buy the product you can use the convenient method to learn the AP-205 Exam Torrent at any time and place. So please take it easy before and after the purchase and trust that our AP-205 study materials carry no virus. To let you be familiar with our product, we list the features and advantages of the AP-205 study materials as follow.

Salesforce Consumer Goods Cloud: Trade Promotion Management

Accredited Professional Sample Questions (Q52-Q57):

NEW QUESTION # 52

What is the recommended way to create fixed funds in Consumer Goods Cloud TPM?

- A. Skip the optional fund template creation step, and directly input fixed funds.
- **B. Create a fund template first, and then use the template to create funds.**
- C. Create fund templates only for complex funds; otherwise, create fixed funds without utilizing templates.

Answer: B

Explanation:

In Consumer Goods Cloud TPM, Templates are the foundational architectural element for creating executable records, including Funds, Promotions, and Tactics. You cannot create a valid Fund record without it being based on a Fund Template. The template defines the rules, anchors (e.g., Customer, Org), and characteristics of the fund. Therefore, the recommended and mandatory workflow is to configure the Fund Template first, and then instantiate the specific Fixed Funds using that template.

NEW QUESTION # 53

A customer needs to create a promotion level report that has data for three Promotion key performance indicators (KPIs) and four fields from the Promotion object: Promotion Name, Slogan, Anchor Account, Phase.

Which type of reporting solution should a consultant recommend to the customer?

- A. Salesforce Lightning Reports
- B. Real-Time Reporting
- **C. External Reporting Solution**

Answer: C

Explanation:

While Salesforce Lightning Reports (Option C) are excellent for standard object data (Name, Slogan, Phase), they struggle to access the calculated KPIs (Volume, ROI, Spend) that reside in the Processing Service's memory or JSON blobs, unless those KPIs are explicitly written back to the database. Even with writeback, joining them in a formatted "Promotion Level Report" (often implying a tear-sheet or printable summary) can be rigid.

Real-Time Reporting (RTR)(Option A) is a UI component for viewing data on a screen, not generating a persistent "Report" document.

Therefore, for a requirement that mixes standard metadata (Slogan, Phase) with complex calculated KPIs into a cohesive report, the recommended best practice in the TPM ecosystem is often an External Reporting Solution (Option B) such as CRM Analytics (Tableau CRM) or a third-party generator. These tools can ingest the Writeback data (or query the API), join it with the Promotion Object metadata, and render the pixel-perfect layout required by the customer.

NEW QUESTION # 54

At which level can a single fund be anchored in Consumer Goods Cloud TPM?

- A. Product Category Only, Brand Only, Product Category & Brand
- B. Sales Org Only, Product Category Only, Sales Org & Product Category
- **C. Customer Only, Customer & Product Category, Customer & Brand**

Answer: C

Explanation:

Funds in Trade Promotion Management represent the financial budget allocated to pay for promotional activities. In the Consumer Goods Cloud data model, Funds are inherently designed to support the commercial relationship with the retailer. Therefore, the Customer is the primary anchor.

A "Fund" is rarely just a floating pot of money for a product; it is money set aside for a specific retailer to promote specific products. The standard anchoring levels supported are:

* Customer Only: A general "Trade Budget" for Walmart, usable for any product.

* Customer & Product Category: A specific budget for "Walmart - Dairy". This ensures that money allocated for Dairy cannot be spent on Beverages.

* Customer & Brand: A specific budget for "Walmart - Nestle Brand".

Options B and C suggest funds anchored only to Products or Sales Orgs without the Customer dimension.

While Sales Org funds (Headquarters Funds) conceptually exist, the standard operational "Trade Fund" used by KAMs is anchored to the Customer hierarchy. Option A correctly reflects the hierarchy of specificity (Broad Customer Fund -> Category Specific -> Brand Specific) used in most CPG financial models supported by the platform.

NEW QUESTION # 55

A key account manager (KAM) at Cloud Kicks wants to set up Customer Business Plans (CBPs) for a Planning Customer. The KAM wants to create a CBP for next year.

How should a consultant advise the KAM to set up the CBP?

- A. By specifying the Date From and Date Thru
- B. By defining the Date From and number of month
- C. By specifying the Business Year

Answer: C

Explanation:

Customer Business Plans (CBPs) in Consumer Goods Cloud are the high-level containers used for annual volume and financial planning. Unlike specific promotions which have granular start and end dates (e.g., "Jan 1st to Jan 14th"), a Customer Business Plan is structurally designed to cover a standard fiscal or calendar year.

The recommended and standard best practice for setting up a CBP is to link it to a Business Year. When configuring the system, the administrator defines the Calendar and Business Years (e.g., 2024, 2025) in the master data. When a Key Account Manager (KAM) creates a new plan, they select the specific Year from a dropdown menu rather than manually entering a "Date From" and "Date Thru." This approach ensures data integrity and alignment with the corporate fiscal calendar. By selecting "Business Year: 2025," the system automatically understands the exact start and end dates based on the master calendar configuration (which might be Jan 1-Dec 31, or a fiscal offset like Oct 1-Sept 30). This prevents user error, such as a KAM accidentally creating a plan that runs for 13 months or starts on the wrong day of the week. It also facilitates "Year-over-Year" reporting, as the system can easily compare "CBP 2024" vs. "CBP 2025" because they are strictly defined by the Business Year object, ensuring that targets and baselines are aggregated into the correct annual buckets.

NEW QUESTION # 56

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 the Customer Relationship object. 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 the Relationship Type to "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 the Customer Relationship object 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 exist across standard 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.

• • • • •

AP-205 PDF: <https://www.examprepaway.com/Salesforce/braindumps.AP-205.etc.file.html>

Task Managers/Task Killers, I can only think of a few that have done well AP-205 without frequent updates, and most of them are utility apps where it may be difficult to build or expand on the original app feature set.

Our AP-205 qualification test will help you gain recognition with true talents and better adapted to society, ExamPrepAway offers AP-205 exam questions in PDF format, which can be easily downloaded and accessed on all your devices.

- [illegible]

myportal.utt.edu.tt, www.stes.tyc.edu.tw, Disposable vapes