

# 최신AP-205퍼펙트덤프최신데모문제덤프는Consumer Goods Cloud: Trade Promotion Management Accredited Professional시험문제의모든유형과범위를커버



그 외, Itcertkr AP-205 시험 문제집 일부가 지금은 무료입니다: <https://drive.google.com/open?id=1LfUPtMdhbV1hHveCpScKegGGvaTjjG3>

Salesforce인증 AP-205시험패스 공부방법을 찾고 있다면 제일 먼저Itcertkr를 추천해드리고 싶습니다. Salesforce인증 AP-205시험이 많이 어렵다는것은 모두 알고 있는 것입니다. Itcertkr에서 출시한 Salesforce인증 AP-205덤프는 실제 시험을 대비하여 연구제작된 멋진 작품으로서 Salesforce인증 AP-205시험적중율이 최고입니다. Salesforce인증 AP-205시험패스를 원하신다면Itcertkr의 제품이 고객님의 소원을 들어줄것입니다.

Salesforce인증 AP-205시험을 패스하기 위하여 잠을 설쳐가며 시험준비 공부를 하고 계신 분들은 이 글을 보는 즉시 공부방법이 틀렸구나 하는 생각이 들것입니다. Itcertkr의Salesforce인증 AP-205덤프는 실제시험을 대비하여 제작한 최신버전 공부자료로서 문항수도 적합하여 불필요한 공부는 하지 않으셔도 되게끔 만들어져 있습니다.가격도 착하고 시험패스율 높은Itcertkr의Salesforce인증 AP-205덤프를 애용해보세요. 놀라운 기적을 안겨드릴것입니다.

>> AP-205퍼펙트 덤프 최신 데모문제 <<

## 100% 합격보장 가능한 AP-205퍼펙트 덤프 최신 데모문제 최신덤프

퍼펙트한Salesforce AP-205시험대비덤프자료는 Itcertkr가 전문입니다. Salesforce AP-205덤프를 다운받아 가장 쉬운 시험준비를 하여 한방에 패스가는것입니다. 다같이 Salesforce AP-205덤프로 시험패스에 주문걸어 보아요. 마술처럼Salesforce AP-205시험합격이 실현될것입니다.

## 최신 Consumer Goods Cloud AP-205 무료샘플문제 (Q35-Q40):

### 질문 # 35

Cloud Kicks wants to optimize the allocation of promotion spend for its key account managers (KAMs) on a customer account basis.

In which capability area should a consultant begin their discovery process to identify these requirements?

- A. Funds Management
- B. Strategic Planning
- C. Promotion Planning

정답: A

### 설명:

The requirement specifically focuses on the allocation of promotion spend1. In the Trade Promotion Management (TPM) architecture, the mechanism for defining, accruing, and distributing budgets to specific customers is the domain of Funds Management2.

WhileStrategic Planningsets high-level targets (e.g., "Grow revenue by 10%"), it is the Funds Management module that

operationalizes the financial resources required to achieve those targets. It handles the logic for:

- \* Fund Types: Are budgets Fixed (lump sum) or Rate-Based (accrual from sales)?
- \* Allocation: How is money moved from a Headquarters fund to a specific Customer fund?
- \* Governance: Rules on who can spend what.

Therefore, to "optimize the allocation," the consultant must first analyze the current Funds Management processes (Option C) to understand how budgets are currently constructed and assigned to KAMs.

### 질문 # 36

Which set of promotion related characteristics will impact the scalability and performance of a promotion calculation within Salesforce TPM according to best practice?

- A. Number of planning accounts within a sales org; Number of products in the promotion account's product assortment; Number of key performance indicator (KPI) sets within the sales org; Number of tactics within the system
- **B. Number of products in a promotion; Number of tactics within a promotion; Duration of a promotion; Number of read, writeback, and calculated key performance indicators (KPIs)**
- C. Number of products in a promotion; Number of tactics within a promotion; Number of custom calendar periods defined for the business year; Amount of supportive TPM data in Cloud Processing Services

정답: B

#### 설명:

In Salesforce Consumer Goods Cloud Trade Promotion Management (TPM), performance and scalability are fundamentally determined by the size of the "calculation grid" generated by the Processing Services engine.

When a user opens or saves a promotion, the system must compute values for a specific intersection of data points. The complexity of this calculation is not determined by static org-level data (like the total number of accounts in the entire system), but rather by the specific dimensions involved in that single promotion's context.

The formula for this complexity is effectively a Cartesian product of the following four critical dimensions:

\* Number of Products: Each product included in the promotion adds a row to the calculation grid. A promotion with 5 products is simple; a promotion with 5,000 products requires significantly more processing power.

\* Number of Tactics: Tactics (e.g., Display, Flyer, Price Cut) multiply the data points. If a promotion has 5 products and 3 tactics, the engine calculates metrics for every product-tactic combination.

\* Duration of the Promotion: The time dimension is critical. A promotion lasting 1 week requires fewer calculation "buckets" than a promotion lasting 52 weeks. The engine must calculate volumes and spend for every period within the duration.

\* Number of KPIs: Finally, the number of Key Performance Indicators (KPIs) defined in the KPI Set determines how many distinct values (Volume, Spend, ROI, Margins) must be computed, read, or written back for every single cell defined by the Product/Tactic/Time intersection.

Therefore, Option C correctly identifies the four specific levers-Products, Tactics, Duration, and KPIs-that directly dictate the memory usage and calculation time for any given promotion event.

### 질문 # 37

A consumer goods manufacturer wants to track spending against trade promotion tactics, but does not want to manage the creation of fund records or the financial transactions between funds.

What should a consultant advise?

- A. Tracking spend requires implementation of the Fund Management module. Initial fund values can be loaded as initial transactions by dataloading into the appropriate fund records. Subsequent transactions do not need to be managed in the system. The system can prevent overspending but only in relation to the initial loaded values as subsequent transactions will not be held within the system.
- B. The Funds module is optional in TPM so does not need to be implemented. Actual spend can still be compared to that defined in the Spend Planning card (SPC), but not against the initial or subsequent transactions used to define the available value of funds. The system will not be able to prevent overspending.
- **C. The Funds module is optional in TPM so does not need to be implemented.**  
**Create a single fund per sales org with an initial value representing the total amount in the fund at sales org level to act as a dummy fund record so that Spend Tracking can be used.**  
**The system can prevent overspending but only in relation to the initial loaded values as subsequent transactions will not be held within the system.**

정답: C

#### 설명:

In Salesforce Consumer Goods Cloud, the Funds Management module is indeed technically optional, but it is deeply integrated into the Tactic Spend calculation logic. The system's calculation engine typically requires a "Source" to attribute spend against, even if the user does not want to do complex checkbook management (deposits, withdrawals, transfers).

Option A describes the standard workaround for this "Lightweight Funds" requirement.

\* The Dummy Fund: By creating a single, high-level fund for the Sales Org, you provide the necessary technical anchor for the system to record "Spend." This satisfies the data model requirement that every tactic spend must be associated with a funding source.

\* Spend Tracking: This setup allows the manufacturer to see "Total Planned Spend" accumulating against this dummy bucket.

\* Limitations: Since the client refuses to manage transactions (adding money to the fund), the system can only check overspending against the initial loaded value. It cannot support dynamic accruals or complex validations, but it fulfills the core requirement of "tracking spend" without the operational overhead of full fund management.

#### 질문 # 38

Why should a consultant be conscious about the number of key performance indicators (KPIs) that are related to a KPI set? 1

- A. A KPI set is specific to a given object, but is shared across all sales orgs, so the KPI functionality configured within a KPI superset per object must fit within platform limits to protect performance and scalability.
- **B. A KPI set is shared across accounts, promotions, promotion tactics, funds, and claims within a given sales org, so the KPI functionality configured within a KPI subset across these objects must fit within platform limits to protect performance and scalability. 2**
- C. A KPI set is defined per template per object, but can be shared across the same or different objects and across sales orgs if needed, so the KPI functionality configured within a KPI set must fit within platform limits to protect performance and scalability.

정답: B

#### 설명:

In Salesforce Consumer Goods Cloud TPM, the KPI Set is the fundamental collection of metrics (Volume, Spend, Profit) used for calculations. While KPI Sets are assigned to templates (like a Promotion Template), the underlying calculation engine (Processing Services) aggregates these definitions at the Sales Org level to build the calculation grid.

Option A is correct because it addresses the architectural constraint: the system must generate a cohesive calculation model (often referred to as the "Big JSON" or calculation payload) that encompasses all the read, write, and calculated fields required for that Sales Org. If a consultant creates an excessive number of KPIs- or complex interdependencies across Accounts, Promotions, and Funds- this payload increases in size.

There are hard limits on the number of KPIs and columns the processing engine can handle efficiently in memory. If these limits are exceeded, users will experience significant performance degradation (slow save times, timeouts on P&L loads) or even calculation failures. Therefore, consultants must optimize the KPI Set by reusing metrics where possible and avoiding redundant definitions, ensuring the total configuration for the Sales Org fits within the platform's scalability guardrails.

#### 질문 # 39

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

정답: B

#### 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 # 40

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다년간 IT 업계에 종사하신 전문가들이 자신의 노하우와 경험으로 제작한 Salesforce AP-205 덤프는 AP-205 실제 기출문제를 기반으로 한 자료로서 AP-205 시험문제의 모든 범위와 유형을 포함하고 있어 높은 적응율을 자랑하고 있습니다. 덤프 구매 후 불합격 받으시면 구매일로부터 60일내 주문은 덤프비용을 환불해드립니다. IT 자격증 취득은 Itcertkr 덤프가 정답입니다.

AP-205 인증 덤프 샘플 다운 : [https://www.itcertkr.com/AP-205\\_exam.html](https://www.itcertkr.com/AP-205_exam.html)

AP-205 덤프 결제시 할인코드 입력창에 Consumer Goods Cloud: Trade Promotion Management Accredited Professional 할인코드를 입력하시고 적용하시면 가장 낮은 가격에 덤프를 구매할 수 있습니다. Itcertkr에서 판매하고 있는 Salesforce AP-205 인증 시험자료는 시중에서 가장 최신버전으로서 시험적중율이 100%에 가깝습니다. Salesforce AP-205 퍼펙트 덤프 최신 데모문제 시험을 가장 쉽게 패스하는 방법, Salesforce AP-205 퍼펙트 덤프 최신 데모문제 ITExamDump는 관련 업계에서 저희만의 브랜드 이미지를 지니고 있으며 많은 고객님들의 찬사를 받고 있습니다. Salesforce 인증 AP-205 시험은 중요한 IT 인증 자격증을 취득하는 필수 시험과목입니다. Salesforce 인증 AP-205 시험을 통과해야만 자격증 취득이 가능합니다. 자격증을 많이 취득하면 자신의 경쟁력을 높여 다른 능력자에 의해 대체되는 일은 면할 수 있습니다. Itcertkr에서는 Salesforce 인증 AP-205 시험 대비 덤프를 출시하여 여러분이 IT 업계에서 더 높은 자리에 오르도록 도와드립니다.

저는 시끄러운 곳 별로 안 좋아해요, 인사하며 나타났다. 한 벌에 수천만 원을 호가하는 의상을 입고 런웨이를 걸을 수 있는 일생 단 한 번의 기회, AP-205 덤프 결제시 할인코드 입력창에 Consumer Goods Cloud: Trade Promotion Management Accredited Professional 할인코드를 입력하시고 적용하시면 가장 낮은 가격에 덤프를 구매할 수 있습니다.

## 최신 AP-205 퍼펙트 덤프 최신 데모문제 인증 시험 대비 자료

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