

Guaranteed AP-205 Questions Answers & AP-205 Valid Test Syllabus

ROCC STUDY GUIDE Latest Update 2025-2026
Exam 205 Questions with 100% Verified Correct
Answers Guaranteed A+

-otomy is a suffix meaning - **CORRECT ANSWER**, cutting into

0438T - **CORRECT ANSWER**, following code best describes "transperineal placement of biodegradable material, periprostatic via needle single or multiple includes image guidance

09A.111 - **CORRECT ANSWER**, when treating a pregnant woman dx with brst CA what code would be first

19301, 19297 - **CORRECT ANSWER**, A female patient presents with BRST CA. The physician recommends a partial mastectomy and placement of a radiotherapy after loading expandable catheter using image guidance. The partial mastectomy and placement of the catheter are done at the same time. What is the correct coding scenario.

1x77263 complex clinical tx plan for both prostate and bone - **CORRECT ANSWER**, a prostate pt begins a course of treatment to the prostate and Metastatic disease to the bone. what is a billable event for the bones clinical treatment plan

2 - **CORRECT ANSWER**, During a patient's six week course of treatment (30 frac) the physician reviews films, dosimetry, dose delivery, treatment parameters, and review pt set-up. The physician physically evaluated the pt (face to face meeting). All of the review and face to face evaluations are thoroughly documented in the patients charts. How many times can 77427 be billed for this scenario

22 - **CORRECT ANSWER**, A physician owns a freestanding center and also performs services at a nearby hospital. What is the correct place of service code for a new pt

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q52-Q57):

NEW QUESTION # 52

The Cloud Kicks IT architect has asked a consultant to integrate from the Enterprise Resource Planning (ERP) system to a Consumer Goods Cloud TPM solution for the downstream processes.

Which key data sources are required? 2

- A. Customer Hierarchy, Product Hierarchy, Role Hierarchy, and Gross List Price
- B. Customer Hierarchy, Product Hierarchy, Business Unit Structure, and Net List Price
- C. Customer Hierarchy, Product Hierarchy, Business Unit Structure, and Gross List Price

Answer: B

Explanation:

A successful TPM implementation relies on synchronizing "Master Data" and "Pricing Data" from the ERP, which serves as the system of record.

* Master Data: The Customer Hierarchy and Product Hierarchy must be mirrored in TPM so that promotions are planned against the correct entities (e.g., the exact SKU and the exact Bill-To Customer).

* Business Unit Structure: This defines the sales organization (Sales Org) context, ensuring data is siloed and calculated correctly for different markets or divisions.

* Pricing: The critical differentiator in Option A is Net List Price. In Trade Promotion Management, the calculation waterfall typically starts with the List Price to determine the "Base Revenue." Depending on the specific industry standard, companies often rely on the Net List Price (Price after standard trade terms but before promotional discounts) to calculate the financial impact of a tactic. This price is imported from the ERP to ensure the "Planned Spend" in TPM matches the financial reality of the invoicing system.

NEW QUESTION # 53

A beverage company wants to capture marketing activity on the day of the Super Bowl, across the country with all retailer stores and chain of outlets.

How should a consultant recommend using the promotions module?

- A. Use an existing promotion template created for uplift promotion.
- B. Create a mega event specific to an occasion.
- C. Use the promotion customer sets to reach all of the outlets.

Answer: B

Explanation:

In the Salesforce Consumer Goods Cloud TPM architecture, a Mega Event (often referred to as an "Event" or "Campaign" object in the hierarchy) serves as a high-level container designed specifically for this use case.

When a marketing activity is tied to a specific Occasion-like the Super Bowl, Christmas, or Black Friday- that spans across multiple different retailers, geographies, and accounts, creating individual, disconnected promotions for each customer makes high-level reporting difficult. A Mega Event allows the manufacturer to define the "Super Bowl Campaign" once at the top level.

Individual trade promotions for specific retailers (e.g., a "Super Bowl Promo for Walmart" and a "Super Bowl Promo for Target") are then linked as child objects to this parent Mega Event. This structure provides two critical benefits:

* Aggregation: The system can roll up the volume, spend, and profit from all the child promotions into the Mega Event, giving the beverage company a "Total Super Bowl Performance" view instantly.

* Top-Down Planning: The headquarters can define the strategic guidelines and total budget for the occasion in the Mega Event, which then guides the Key Account Managers (KAMs) as they execute the specific deals.

Option B (Customer Sets) is a mechanism for grouping stores for a single promotion, but it does not inherently solve the "Occasion" tracking across the entire country and different distinct retail chains as effectively as the Mega Event structure.

NEW QUESTION # 54

Northern Trail Outfitters wants to send email to approvers, when the key account manager (KAM) is not able to approve promotions due to a threshold limitation of plan spend being more than US\$50,000.

How should a consultant configure this scenario, when promotion plan spend is more than \$50,000?

- A. Use business object application programming interface (API) to send email to approver.

- B. Use Validation action to check threshold and email.
- C. Set action as Email in workflow state transition.

Answer: C

Explanation:

This requirement describes a conditional approval workflow. In Consumer Goods Cloud TPM, the lifecycle of a promotion (Draft -> Submitted -> Approved) is governed by the Workflow engine (State Machine).

When a KAM attempts to approve a promotion that exceeds a spending limit (e.g., >\$50k), the system must prevent immediate approval and instead route it for review. This is handled by a State Transition.

* Transition Logic: You define a transition from "Draft" to "Submitted for Approval" (or a specific review status) that triggers only when the condition Plan Spend > 50,000 is met.

* Workflow Action: Attached to this specific transition is an Action. In this case, the action is to "Send Email." Therefore, Option B is the correct configuration. You configure the Workflow State Transition to detect the threshold and automatically trigger the Email Action to the approver. Option A (Validation Action) is typically used to block an action entirely (e.g., "Error: You cannot save this promotion"), which wouldn't facilitate the routing process to the approver. Option C (API) is a custom development approach that is unnecessary given the standard Workflow functionality.

NEW QUESTION # 55

What is the most critical factor to consider when leading executive level requirements gathering sessions to recommend an appropriate solution?

- A. Prioritizing a user-friendly interface and experience to ensure quick adoption and operational continuity for the sales and marketing teams
- B. Ensuring the application incorporates the latest features and adheres to benchmark standards to maintain a competitive edge
- C. Focusing on the business's strategic objectives, such as market expansion and return on investment (ROI), and tailor the TPM tool's functionality to these goals

Answer: C

Explanation:

When conducting Discovery sessions, a consultant must tailor their approach to the audience. Executive-level stakeholders (VPs, C-Suite, Directors) are rarely concerned with the tactical nuances of button placement (User Interface - Option C) or the technical novelty of features (Benchmarks - Option B) in isolation. Their primary mandate is the financial and strategic health of the organization.

Therefore, the most critical factor is aligning the TPM solution with Strategic Objectives and ROI. Executives want to know how the system will help them grow revenue, improve trade spend efficiency (getting more sales for every dollar spent on promotions), or expand into new markets.

A consultant must frame the requirements gathering around questions like: "How do you currently measure the profitability of your trade spend?" or "What are your growth targets for the next fiscal year, and how does your current system hinder them?" By anchoring the solution recommendation in these strategic goals (Option A), the consultant ensures executive sponsorship. If the solution is technically perfect but fails to deliver the business insights required for market expansion or margin analysis, it will be deemed a failure by the executive leadership.

NEW QUESTION # 56

Universal Containers is implementing Consumer Goods Cloud TPM and needs to onboard a new group of key account managers (KAMS).

What is the recommended approach for populating the KAMs' user data within Consumer Goods Cloud TPM?

- A. Use the Quick Start module within Consumer Goods Cloud TPM to quickly and efficiently create user records for the new group of KAMs.
- B. Create a custom automation script to dynamically generate user records and assign the appropriate profiles and permission sets.
- C. Upload a file to mass-create user records, assign the appropriate profile, permission sets, and user settings, and assign them to a sales org.

Answer: C

Explanation:

Onboarding a "new group" of users implies a bulk operation. In the Salesforce ecosystem, the standard best practice for bulk data creation is using Data Loader or the Import Wizard via File Upload (Option C).

For TPM specifically, setting up a user is not just about creating the User record. It requires:

- * User Record:Name, Email, Username.
- * Profile & Permission Sets: Assigning the "TPM User" license and specific permissions.
- * User Settings: (Critical for TPM) Assigning the user to a Sales Org and defining their Managed Accounts/Products.

Option C correctly identifies that all these steps can be handled by preparing a data file (CSV) and uploading it to mass-create and mass-assign these records. "Quick Start" (Option A) is typically for initial org setup, not ongoing user management. Custom scripts (Option B) are unnecessary technical debt when standard tools exist.

NEW QUESTION # 57

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