

Salesforce AP-205認定デベロッパー & AP-205模試エンジン



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す：<https://drive.google.com/open?id=1qXpANjOURscEbkU83cvzmlqWWcJoYhOI>

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>> Salesforce AP-205認定デベロッパー <<

AP-205試験の準備方法 | 効率的なAP-205認定デベロッパー試験 | 信頼的なConsumer Goods Cloud: Trade Promotion Management Accredited Professional模試エンジン

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional 認定 AP-205 試験問題 (Q51-Q56):

質問 #51

A consultant's client indicated that two key account managers (KAMs) can manage the same customer, but they can only negotiate and create promotions for the product categories for which they are responsible.

Which functionality should the consultant recommend using to support this scenario?

- A. Use a sales org to define two different divisions and user settings to assign the categories required.
- **B. Use the user settings to assign the pertinent categories the KAMs are allowed to negotiate.**
- C. Use two different product templates, each assigned to a different sales org to segment the categories.

正解: B

解説:

This scenario highlights a common business setup: Category Management. A large retailer (e.g., "SuperStore") is a single Customer Account, but the manufacturer has different sales reps (KAMs) for different business units—one KAM handles "Frozen Foods" and another handles "Dairy." To support this in Consumer Goods Cloud TPM without duplicating the Customer Account (which would break master data integrity), you utilize User Settings.

The User Settings in TPM allow you to map specific Product Categories to specific Users for specific Accounts.

* For KAM A, you configure User Settings: Account = SuperStore, Product Category = Frozen Foods.

* For KAM B, you configure User Settings: Account = SuperStore, Product Category = Dairy.

When KAM A opens the promotion calendar or P&L for "SuperStore," the system filters the product list.

They will only see and be able to add "Frozen Foods" to their promotions. They cannot unintentionally plan a "Dairy" promotion because those products are effectively invisible or locked to them in the planning context.

This feature (Option C) perfectly isolates responsibilities while maintaining a single "SuperStore" account record, avoiding the complex data duplication suggested in Option A (creating different Sales Orgs/Divisions).

質問 # 52

In the Account Plan P&L key performance indicators (KPIs) Requirement, the design of the Latest Estimate KPI is all past periods and should show actual values, while current and all future periods should show planned values.

How should a consultant recommend building this in the KPI formula to determine past, current, and future weeks?

- A. Use the existing planned values if actual values are 0.
- **B. Use an available calcHelper function.**
- C. Use the standard Salesforce formula function PREVGROUPVAL.

正解: B

解説:

This requirement describes a "Time-Phased" calculation, commonly referred to as "Actualization" or "Estimate to Complete" (ETC). The logic requires the system to dynamically switch the data source based on the current date: IF(Week < Current_Week, Actuals, Plan).

The Calculation Engine (Processing Service) in Consumer Goods Cloud does not use standard Salesforce Formula syntax like PREVGROUPVAL (Option B), because it runs off-platform on a high-performance grid.

Instead, it utilizes a JSON-based configuration model. To handle complex time-logic like "Past vs. Future," the platform provides specific calcHelper functions (Option A). These are pre-built logic handlers available within the KPI definition syntax that allow the consultant to compare the column index (time period) against the current period index. This ensures that the "Latest Estimate" KPI automatically updates every week as time progresses, replacing "Plan" with "Actuals" without manual intervention.

質問 # 53

A client is requesting a real-time report on the promotion detail to show key performance indicator (KPI) values at the Promotion Total level. The client wants this implemented to help the user gauge and understand the impact of the Planned Promotion instantaneously.

How should the consultant design this? 5

- **A. Create a custom Scorecard Real-Time Reporting (RTR) and enable the required KPIs as Report relevant and add them to RTR Config, then embed the report on the Promotion record page.**
- B. Create a custom Lightning component that reads the value of the KPIs through the KPI Map functionality and embed the UI Component on the Promotion record page.
- C. Create a new Real-Time Reporting (RTR), which uses a Flatlist UI Component, add the required KPIs, and then embed the report on the Promotion record page.

正解: A

解説:

To meet the requirement of showing "Promotion Total" values (aggregated scalars like Total ROI, Total Spend, or Total Uplift) rather than a time-series grid, the consultant should utilize the Scorecard component of the Real-Time Reporting (RTR) module.

* Scorecard RTR: This UI component is specifically designed to display single, high-level summary metrics (KPIs) in a card format. It is ideal for "at a glance" impact analysis.

* Configuration: The process involves:

- * Flagging the necessary KPIs (e.g., Total Volume, ROI) as "Report Relevant" in the KPI Set configuration so they are exposed to the reporting layer.
- * Adding these KPIs to the RTR Configuration JSON.
- * Embedding this specific Scorecard component on the Promotion Record Page in Lightning App Builder.
- * Why not Flatlist? A Flatlist (Option B) is typically used for tabular, time-phased data (e.g., a grid showing Volume Week 1, Week 2, Week 3). For a "Total Level" summary, a Flatlist is the wrong visualization tool.

質問 # 54

A consultant for Northern Trail Outfitters (NTO) is looking to utilize real-time reporting (RTR) to see the complete view of NTO's finances.

If the consultant makes an update to a key performance indicator (KPI) in the Volume Planning card (VPC), how fast will those changes be reflected in the RTR?

- A. The KPI changes will be reflected every 10 minutes through SF Data Sync.
- **B. The KPI changes will be updated immediately.**
- C. The KPI changes will be picked up in a batch run overnight and reflected the next day.

正解: B

解説:

Real-Time Reporting (RTR) in Consumer Goods Cloud TPM is architected to provide exactly what its name implies: zero-latency visibility into the active planning session.

When a Key Account Manager (KAM) or consultant modifies a KPI in the Volume Planning Card (VPC)- for example, increasing the "Planned Uplift Volume"-the system triggers a recalculation within the Processing Service.

* In-Memory Calculation: The engine recomputes all dependent metrics (Revenue, Spend, Profit) in memory.

* Shared Context: The RTR component sits on top of this same active calculation context. It does not wait for the data to be written back to the Salesforce database, synced to CRM Analytics, or processed by a batch job.

Therefore, the moment the calculation completes (which is typically sub-second or a few seconds), the RTR view reflects the new financial reality immediately. This immediate feedback loop is crucial for "What-If" analysis, allowing users to tweak volume assumptions and instantly see the impact on the bottom line without the delay associated with traditional data warehousing or batch synchronization (Option B or C).

質問 # 55

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

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

正解: B

解説:

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.

質問 # 56

