

最高のSalesforce AP-204合格資料 &権威のある Tech4Exam -資格試験におけるリーダーオファー



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>> AP-204合格資料 <<

Salesforce AP-204日本語試験情報、AP-204受験体験

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Salesforce Consumer Goods Cloud Accredited Professional 認定 AP-204 試験問題 (Q31-Q36):

質問 # 31

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Delivery Tasks
- B. Retail Store KPI
- C. Assessment Task Definition
- **D. Assessment Indicator Definition**

正解: D

解説:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an

admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

質問 # 32

Universal Shipping (US) uses Communications Cloud and has built multiple OmniScripts and FlexCards to calculate freight charges and provide delivery estimates. They also have a self-service site hosted on a third-party CMS. US wants the same experience on their off-platform site that they have in Salesforce, for their unregistered users.

Which two steps should a Consultant take to meet these requirements?

- A. Use a Canvas application to expose the OmniScript and FlexCards to unregistered users.
- B. Use OmniOut and add the existing OmniScript and FlexCards.
- C. Use an integration user for the authentication with Salesforce to get the session token that will allow calls to Salesforce.
- D. Create a Lightning Out Project and use Javascript to load the Lightning Web Components (LWCs) into the external site.

正解: B、C

解説:

To expose OmniScripts and FlexCards outside Salesforce (third-party CMS), Salesforce supports OmniOut, which packages OmniScripts/FlexCards for external consumption.

Because external users are unregistered, a backend "integration user" must authenticate against Salesforce to get a session token.

✓ A - Required for authentication

✓ C - Use OmniOut for external CMS

Canvas and Lightning Out are not appropriate for OmniStudio components.

Thus A and C are correct.

質問 # 33

United Telecom has completed the high-level design (HLD) phase and has information about the objects involved, data volumes, and file requirements.

Which three steps should a Consultant take to assess the storage needs on Communications Cloud?

- A. Calculate the file and data storage required based on required data volume and file attachment requirements
- B. Analyze an external data storage system for more cost-effective data storage
- C. Analyze the storage usage for the existing legacy platform
- D. Identify the storage needs between data storage and file storage
- E. Assess the archiving strategy and determine how storage will be cleared through archiving

正解: A、D、E

解説:

During the High-Level Design (HLD) phase of a Communications Cloud implementation, Salesforce strongly recommends performing a storage assessment to ensure that data storage, file storage, and archival processes align with expected volumes. Public Salesforce architecture and data management guidance outlines three key tasks:

(A) Identify storage needs between data storage and file storage

Salesforce divides storage into Data Storage (records such as Accounts, Orders, Order Items, Subscriptions, Assets) and File Storage (documents, attachments, proofs, device images). A consultant must distinguish which objects consume which category because each impacts licensing and cost differently.

(D) Assess archiving strategy

Salesforce recommends establishing an archiving plan early to manage growth of high-volume objects (Orders, Order Items, Fulfillment Requests, Assets). Communications Cloud generates large order orchestration records, so storage must account for how data will be archived, purged, or externalized. This directly reduces storage consumption and improves performance.

(E) Calculate storage based on expected volumes and file requirements

Using volume estimates from HLD (records per month, attachment sizes, expected number of orders, subscriptions, assets), the consultant can calculate projected consumption for both data and file storage. This is standard planning guidance for Communications Cloud projects.

Options B and C are not part of Salesforce's required steps for determining org storage needs. Analyzing legacy storage (B) is helpful but not required for Salesforce storage estimation. Considering an external storage system (C) is optional and not part of Salesforce's recommended baseline steps.

質問 # 34

Where are the results (actual values) of Custom Task KPIs stored?

- A. In the custom object.
- B. In the Retail Visit KPI record
- C. In the Visit Record
- **D. In the Retail Store KPI record**

正解: D

解説:

The results or actual values of Custom Task KPIs are stored in the Retail Store KPI record, centralizing data related to performance indicators.

質問 # 35

Universal Containers (UC) is using Communications Cloud and would like to introduce a limited-time offer to their customers. The offer will be available on UC's website through DC APIs and once claimed, will give customers a 10% discount for three months. Which two options should a Consultant configure to meet this requirement?

- A. Discount
- **B. Time Plan**
- **C. Promotion**
- D. Offering

正解: B、C

解説:

The requirement is to introduce a limited-time offer that is available on the website (digital channel/DC APIs) and, once claimed, grants a 10% discount for three months.

This is the definition of a Promotion that uses a Time Plan to define the duration of the discount.

Promotion (A):

In Salesforce Industries CPQ, a Promotion is the container entity used to define a marketing offer that modifies the price of a product (in this case, a 10% discount).

The Promotion entity is what is typically exposed to digital channels (like the website via DC APIs) for customers to claim or qualify for. The search results confirm that Promotions are used to "apply temporary changes to product pricing, bundles, and product structure".

Time Plan (B):

The Time Plan is a sub-feature of Promotions (or Price Lists) that defines the duration for which the commercial change (the 10% discount) is active.

The requirement states the discount is only for "three months." A Time Plan is specifically configured to start the discount upon activation and automatically end it after the defined period (3 months), ensuring the billing system correctly handles the price change back to the original rate.

D (Discount) is a result of the configuration, not the feature itself. The discount value (10%) is defined within the promotion.

C (Offering) is a synonym often used for a product or bundle, but it does not specify the limited-time discount mechanism required.

質問 # 36

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AP-204日本語試験情報: <https://www.tech4exam.com/AP-204-pass-shiken.html>

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