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**Asvab Arithmetic Reasoning Actual Practice Test 2025
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If a car is towed 12 miles to the repair shop and the tow charge is \$3.50 per mile, how much does the tow cost?

- (a) \$12.00
- (b) \$3.50
- (c) \$42.00
- (d) \$100.00 - ..(ANSWER)...C. Multiply 12 miles by \$3.50 per mile:
 $12 \times \$3.50 = \42.00

The sum of two numbers is 70. One number is 8 more than the other. What's the smaller number?

- (a) 31
- (b) 33
- (c) 35
- (d) 36 - ..(ANSWER)...A. $x + x + 8 = 70$, solve for x.
 $x = 31$

A sales manager buys antacid in bottles the gross. If he goes through 3 bottles antacid everyday, how long will the gross last?

- (a) 144 days

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q20-Q25):

NEW QUESTION # 20

Northern Trail Outfitters needs to complete analysis on promotion metrics to ensure the success of the promotions currently being run.

What should a consultant do to get an accurate, immediate view of promotions?

- A. Export promotion data directly from the Promotion object.
- B. Utilize a third-party AppExchange tool to run analysis.
- C. Create real-time reporting (RTR) and add dimensions.

Answer: C

Explanation:

In the context of Salesforce TPM, Real-Time Reporting (RTR) is a specialized capability designed specifically to address the need for immediate, in-context visibility into promotion performance.

Trade Promotion data is complex; it involves time-phased grids (weekly/daily), different metrics (Volume, Spend, Revenue), and dynamic calculations (Writeback). Standard Salesforce reports sometimes struggle to present this multi-dimensional "P&L" view effectively or instantaneously during the planning and execution flow. Exporting data (Option C) is a manual, static process that becomes obsolete the moment it is done, failing the "immediate view" requirement.

RTR allows users (like Key Account Managers) to view aggregated Key Performance Indicators (KPIs) directly within the application interface without waiting for overnight batch processing or data warehousing synchronization. By configuring RTR and adding the necessary dimensions (e.g., Product, Time, Tactic), the consultant empowers the user to see exactly how the promotion is tracking against its targets right now. This immediate feedback loop is crucial for "in-flight" adjustments to ensure promotion success.

NEW QUESTION # 21

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

Answer: B

Explanation:

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

While Strategic Planning sets 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.

NEW QUESTION # 22

A manufacturer of health food snacks wants to better plan, manage, visualize, and monitor compliance with its trade promotions and use of offline capabilities.

Which Salesforce solutions form the basis for a consultant developing an agenda and content for running discovery workshops with a

potential client?

- A. Trade Promotion Management, Field Service, Retail Execution
- B. Retail Execution, Marketing Cloud, Trade Promotion Management
- C. CRM Analytics, Retail Execution, Trade Promotion Management

Answer: A

Explanation:

To address the client's needs comprehensively:

* Plan and Manage Trade Promotions: This is covered by Trade Promotion Management (TPM).

* Monitor Compliance and Offline Capabilities: This is the core function of Retail Execution (RE), which allows field reps to check compliance (audits) in stores.

* Field Service: In the Salesforce Consumer Goods Cloud architecture, Field Service (specifically the dispatcher and scheduling engines) often serves as the backend infrastructure that powers the Retail Execution visits, routing, and mobile offline capabilities. Therefore, the combination of TPM (Planning), Field Service (Routing/Scheduling infrastructure), and Retail Execution (Compliance/Offline execution) is the correct solution set.

NEW QUESTION # 23

Ursa Major Solar needs to migrate a promotion from its existing legacy system to Consumer Goods Cloud TPM.

Which structures need to be in place in the Salesforce org before migrating the promotion?

- A. Sales org, master data, promotion templates, tactic templates, all related KPI templates
- B. Org unit hierarchy, master data, assortment, promotion templates, payment templates
- C. Sales org, master data, promotion templates, funds, payment templates

Answer: A

Explanation:

Migrating active or historical promotions into Salesforce Consumer Goods Cloud TPM is a complex dependency management task. You cannot create a promotion record if the underlying "scaffolding" does not exist. The correct order of operations dictates that Sales Org and Master Data (Customers, Products, Periods) must be loaded first, as promotions are anchored to these entities. Crucially, however, the Templates are the "DNA" of any TPM object. A promotion cannot exist without a Promotion Template to define its rules, duration, and attributes. Similarly, a promotion consists of tactics (the actual actionable mechanisms like "Display" or "Price Cut"), which require Tactic Templates.

Furthermore, and most importantly for this specific answer option, the calculation engine relies on KPI Templates (or KPI Sets). A promotion in TPM is essentially a container for calculations (Volume, Spend, Profit). If the KPI templates are not in place, the promotion has no "fields" or metrics to hold the migrated data values (like "Planned Volume" or "Fixed Cost"). Therefore, you cannot migrate the promotion data until the KPI structure that defines that data is fully configured and active in the target org. Option A correctly captures this full chain of structural dependencies: Org -> Master Data -> Promo Templates -> Tactic Templates -> KPI Templates.

NEW QUESTION # 24

Cloud Kicks is using Consumer Goods Cloud TPM and wants to tailor the system for a key account manager (KAM). It needs to make sure that the KAM has access solely to products in the Beverages category for all customers.

Which approach should a consultant recommend to set up this specific access within Consumer Goods Cloud TPM?

- A. Utilize Role-Based Permissions, assigning the KAM to a role that exclusively permits access to products in the Beverages category.
- B. Configure user settings by assigning the Beverages category to the KAM through the product manager, ensuring the KAM's access is limited to products within this category.
- C. Implement a sharing rule on the Product object that restricts the KAM's view to only products classified under the Beverages category.

Answer: B

Explanation:

Access control in TPM often requires finer granularity than standard Salesforce Record Sharing allows. While you can use Sharing Rules (Option A) to control visibility of Product records, it becomes difficult to manage complex matrices (e.g., User A sees

Beverages for Customer X, but Snacks for Customer Y) and can impact system performance if rules become too complex. The purpose-built solution in Consumer Goods Cloud TPM is User Settings.

Within the TPM administration, you can define specific Managed Products (or categories) and Managed Accounts for each user.

* Configuration: The consultant navigates to the User Settings for the KAM.

* Assignment: They select "Beverages" in the Product definition section.

When this KAM logs into the TPM Planning Grid (P&L), the application logic reads these User Settings and filters the data query. The KAM will simply not see any products outside the Beverages category. This is a functional application-level filter that ensures the planning environment is tailored to their specific responsibility, making Option C the recommended best practice over the broad platform-level sharing rules.

NEW QUESTION # 25

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