Salesforce AP-205 Quiz - AP-205 Studienanleitung & AP-205 Trainingsmaterialien

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Sind Sie neugierig, warum so viele Menschen die schwierige Salesforce AP-205 Prüfung bestehen können? Ich können Sie beantworten. Der Kunstgriff ist, dass Sie haben die Prüfungsunterlagen der Salesforce AP-205 von unsere ExamFragen benutzt. Wir bieten Ihnen: reichliche Prüfungsaufgaben, professionelle Untersuchung und einjährige kostenlose Aktualisierung nach dem Kauf. Mit Hilfe der Salesforce AP-205 Prüfungsunterlagen können Sie wirklich die Erhöhung Ihrer Fähigkeit empfinden. Sie können auch das echte Zertifikat der Salesforce AP-205 erwerben!

Während andere Leute noch überall die Prüfungsunterlagen für Salesforce AP-205 suchen, üben Sie schon verschiedene Prüfungsaufgaben. Sie können im Vorbereitungsphase schon ganz vorne liegen. Wir ExamFragen bieten Ihnen Salesforce AP-205 Prüfungsunterlagen mit reichliche Ressourcen. Sie dürfen auch die ganz realistische Prüfungsumwelt der Salesforce AP-205 Prüfung damit erfahren.

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Heutzutage herrscht in der IT-Branche ein heftiger Konkurrenz. Die Salesforce AP-205 Zertifizierungsprüfung wird Ihnen helfen, in der IT-Branche immer konkurrenzfähig zu bleiben. Im ExamFragen können Sie die Trainingsmaterialien für AP-205 Zertifizierungsprüfung bekommen. Unser Eliteteam wird Ihnen die richtigen und genauen Trainingsmaterialien für die Salesforce AP-205 Zertifizierungsprüfung bieten. Per die Lernmaterialien und die Examensübungen-und fragen von ExamFragen versprechen wir Ihnen, dass Sie die Prüfung beim ersten Versuch bestehen können, ohne dass Sie viel Zeit und Energie fürs Lernen verwenden.

Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional AP-205 Prüfungsfragen mit Lösungen (Q61-Q66):

61. Frage
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

Antwort: B

Begründung:
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 asidefor a specific retailerto 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 anchoredonlyto 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.

62. Frage
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 Validation action to check threshold and email.
* B. Set action as Email in workflow state transition.
* C. Use business object application programming interface (API) to send email to approver.

Antwort: B

Begründung:
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 aState Transition.
* Transition Logic:You define a transition from "Draft" to "Submitted for Approval" (or a specific review status) that triggersonlywhen the condition Plan Spend > 50,000 is met.
* Workflow Action:Attached to this specific transition is anAction. In this case, the action is to "Send Email." Therefore, Option B is the correct configuration. You configure theWorkflow State Transitionto detect the threshold and automatically trigger theEmail Actionto the approver. Option A (Validation Action) is typically used toblockan 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.

63. Frage
A consultant needs to configure the Volume Only promotions so that the key account manager (KAM) can see the Volume Planning card (VPC).
Where should the consultant configure this to see the VPC?

* A. In the promotion template
* B. In the tactic template
* C. In the KPI subset

Antwort: A

Begründung:
The Promotion Template is the master controller for the layout and behavior of a specific type of promotion.
When a business defines different types of promotions-for example, a "Full P&L Promotion" versus a

"Volume Only Promotion"-they use different Promotion Templates to tailor the user experience.
For a "Volume Only" promotion, the business might want to hide financial complexity (like ROI or Fixed Funds) butmustshow the volume data. The visibility of the major UI components (Cards) is toggled directly on thePromotion Templaterecord.
Within the Promotion Template configuration, there are specific checkboxes or settings for:
* Show VPC (Volume Planning Card):Controls if the volume grid is visible.
* Show SPC (Spend Planning Card):Controls if the financial grid is visible.
To ensure the KAM can see the VPC, the consultant must navigate to the specificPromotion Templateused for "Volume Only" promotions and ensure the VPC visibility setting is enabled. While KPI Subsets (Option B) controlwhichcolumns appear inside the card, the Promotion Template (Option C) controls whether the card appearsat all. Tactic templates (Option A) control the individual tactics (e.g., Display, Flyer) and do not control the high-level promotion page layout.

64. Frage
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. 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
- C. Ensuring the application incorporates the latest features and adheres to benchmark standards to maintain a competitive edge

Antwort: B

Begründung:
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 withStrategic ObjectivesandROI. 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.

65. Frage
A client wants to define the funds available to spend based on the revenue planned for a customer.
Which information does a consultant need to collect from the client to understand if this can be fulfilled with the TPM Funds functionality?

- A. The fund templates to which revenue-based funding will apply
- B. The promotions to which revenue-based funding will apply
- C. The tactic conditions to which revenue-based funding will apply

Antwort: A

Begründung:
In Trade Promotion Management, funds generally fall into two categories:
* Fixed Funds:A set budget amount (e.g., $10,000) given for a year.
* Rate-Based (or Revenue-Based) Funds:A budget that accrues dynamically as a percentage of sales (e.
g., 5% of Gross Revenue).
The requirement describes aRevenue-Based Fund(often called "Live" or "Accrual" funds). The behavior of a fund-whether it is fixed or rate-based-is strictly defined by theFund Template.
Therefore, to assess feasibility, the consultant must identify theFund Templates(Option A). They need to knowwhichbuckets of money the client wants to behave this way. Once identified, the consultant configures these specific templates to "Rate Based" mode and links them to the appropriate "Source" KPI (e.g., Planned Revenue). This configuration allows the system to automatically

calculate the "Available" fund value by multiplying the Planned Revenue by the defined percentage, fulfilling the client's requirement. Options B and C are downstream elements; the fundamental behavior is dictated by the Fund Template.

66. Frage

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Es gibt eine Menge von Websites, die Salesforce AP-205 Zertifizierungsprüfung und andere Schulungsunterlagen bieten. Aber ExamFragen ist die einzige Website, die Ihnen qualitativ hochwrtige Schulungsunterlagen zur Salesforce AP-205 Zertifizierungsprüfung bietet. Unter der Anleitung und Hilfe von ExamFragen können Sie die Salesforce AP-205 Prüfung beim ersten Versuch bestehen. Die Fragenpool von ExamFragen werden von den lebendigen IT-Experten nach ihren umfangreichen Wissen und Erfahrungen bearbeitet. Sie werden Sie sicher im IT-Bereich sehr fördern.

AP-205 Tests: https://www.examfragen.de/AP-205-pruefung-fragen.html

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Bei Sonnenuntergang sollte er in der Ruine und nicht als jammerndes AP-205 Bündel am Straßenrand liegen, Das ist noch nicht alles, fügte er hinzu, mir fehlt noch an beiden Füßen die große Zehe, und ihr könnt mir's glauben, ich bin auf diese Weise durch AP-205 Tests ein unerhörtes Abenteuer verstümmelt, welches ich euch, wenn ihr die Geduld haben wollt, es zu hören, wohl erzählen will.

AP-205 aktueller Test, Test VCE-Dumps für Consumer Goods Cloud: Trade Promotion Management Accredited Professional

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