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AP-205受験記 & AP-205最新資料

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional 認定 AP-205 試験問題 (Q42-Q47):

質問 #42
A client wants to have an extra column to enter a fixed amount in a promotion. The column needs to be added next to the Planned

Fixed Spend calculation. A consultant already created the new key performance indicator (KPI) definition and adjusted the proper KPI set.

Which additional configuration does the consultant need to do to make the column available on the promotion?

- A. Assign the SPC subset to the new KPI definition.
- B. Assign the tactic subset to the new KPI definition.
- C. Assign the VPC subset to the new KPI definition.

正解：A

解説：

In the TPM User Interface, the Promotion P&L is divided into distinct sections known as "Cards" to organize the massive amount of data. The two primary cards are the Volume Planning Card (VPC) and the Spend Planning Card (SPC).
* VPC (Volume Planning Card):Contains metrics related to quantities, such as Baseline Volume, Uplift Volume, and Total Volume.
* SPC (Spend Planning Card):Contains financial metrics, such as Fixed Fees, Variable Spend, ROI, and Margins.
The requirement is to add a column for a "fixed amount" next to "Planned Fixed Spend." Since "Fixed Spend" is a financial/monetary metric, it resides within theSpend Planning Card. Creating the KPI definition is only the first step. To make that KPI visible on the UI, it must be assigned to the correctKPI Subset. The KPI Subset effectively acts as a filter or a view controller. If you create a financial KPI but do not assign it to the SPC Subset(Option B), it will exist in the system but will remain invisible to the KAM on the promotion screen. Option A is incorrect because the VPC is for volume, not spend. Option C is incorrect because "tactic subset" generally refers to the configuration of the tactic list itself, not the financial grid columns.

質問 # 43
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 tactic conditions to which revenue-based funding will apply
- B. The promotions to which revenue-based funding will apply
- C. The fund templates to which revenue-based funding will apply

正解：C

解説：

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.

質問 # 44
A customer needs a solution to generate tactic product conditions in Consumer Goods Cloud and has asked a consultant to do a feasibility check.
What should the consultant advise the customer?

- A. Tactic product conditions can be generated on any product hierarchy level that the user chooses.
- B. Tactic product conditions can be generated only at the available product level configured in the tactic template.
- C. Tactic product conditions can be generated only at the lowest product level in the product hierarchy.

正解：B

解説：

Tactic Product Conditions (TPCs) are the records generated by TPM to represent the "deal" in a way that can be executed-for

example, a pricing condition record sent to an ERP to apply a 10% discount.

The generation of these conditions is not free-form; it is strictly governed by the configuration of the Tactic Template.

* Feasibility Constraint: You cannot simply choose to generate a condition at the "Brand" level if the Tactic was designed and configured to operate at the "SKU" level, or vice versa.

* Tactic Template Configuration: When setting up a Tactic Template (e.g., "Display - Gold"), the administrator defines the Product Level (e.g., Category, Brand, Product) at which this tactic operates.

The system relies on this configuration to know how to aggregate or split the data when generating the conditions.

Therefore, Option B is the correct advice. The system enforces the structure defined in the template. If the Tactic Template is configured for "Product Level" input, the conditions will be generated at the Product Level. If it is configured for "Category Level," the conditions will be generated at the Category Level. Option A is incorrect because the user cannot override the template configuration on the fly. Option C is incorrect because TPM supports conditions at higher levels (like Category) if the template is set up that way; it is not restricted only to the lowest level.

質問 # 45

A system administrator in Ursa Major Solar wants to load Sell through volume of a customer in data processing engine for read as a key performance indicator (KPI).

Which permission set license should a consultant recommend assigning so that the system administrator is able to load the data?

- A. Lightning Trade Promotion Management Psl
- B. CGC Processing Services Register
- C. CGC Retail and Trade Promotion Management Psl

正解：B

解説：

In the Salesforce Consumer Goods Cloud (CGC) architecture, high-volume calculations and data processing for Trade Promotion Management (TPM) are handled by the Cloud Processing Service (CPS). This off- platform engine is necessary to manage the massive data grids involved in promotion planning.

When a System Administrator needs to interact directly with this engine-specifically to load, register, or sync external data sources (like "Sell through volume") so they can be read as KPIs-they require specific privileges that go beyond standard CRM access.

The CGC Processing Services Register permission set license is explicitly designed for this administrative purpose.

This license grants the user the necessary API rights and access controls to manage the Data Processing Engine (DPE) definitions and trigger the synchronization jobs that hydrate the CPS with data. Without this specific license, the administrator might be able to see the TPM application screens (if they have the TPM license, Option A), but they would lack the backend permissions required to configure the data ingestion pipelines that feed the calculation engine.

質問 # 46

A large scale consumer packaged goods (CPG) company would like to roll out a CRM transformation, including Consumer Goods Cloud TPM. The company is still deciding how to manage the release and rollout of the solution.

Which considerations should the company factor in?

- A. User personas, business units, survey results, change management
- B. User personas, business units, business milestones, change management
- C. User personas, business milestones, service level agreements, change management

正解：B

解説：

A successful digital transformation, especially one as complex as Trade Promotion Management, relies on a

"People, Process, Technology" framework. Option A covers the critical dimensions required for a rollout strategy:

* User Personas: You must understand who is using the system (KAMs, Finance, Claims Analysts). A rollout might start with just the KAMs before adding Finance users.

* Business Units: Large CPGs often have different divisions (e.g., Snacks vs. Beverages) with different rules. You might roll out by Business Unit to manage risk.

* Business Milestones: You cannot roll out a new planning system in the middle of "Planning Season." The rollout must align with the fiscal calendar and critical business events.

* Change Management: TPM changes how people work (financial discipline, data entry). Without a change management strategy, adoption will fail.

Option B (Survey results) and Option C (SLAs) are tactical details, whereas Option A represents the strategic pillars of a rollout

plan4.

質問＃47

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