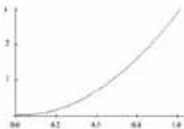


# Test AP-204 Practice, AP-204 PDF

Test 2A AP Statistics Name: \_\_\_\_\_

Part 1: Multiple Choice. Circle the letter corresponding to the best answer.

- The heights of American men aged 18 to 24 are approximately Normally distributed with a mean of 68 inches and a standard deviation of 2.5 inches. Only about 5% of young men have heights outside the range
  - 65.5 inches to 70.5 inches
  - 63 inches to 73 inches
  - 60.5 inches to 75.5 inches
  - 58 inches to 78 inches
  - none of the above
- Use the information in the previous problem. About what percentage of the men are over 70.5 inches tall?
  - 2.5
  - 5
  - 16
  - 32
  - 68
- For the density curve shown to the right, which statement is true?
  - The area under the curve between 0 and 1 is 1
  - The density curve is symmetric
  - The density curve is skewed right
  - The density curve is Normal
  - None of the above is correct
- For the density curve shown in Question 3, which statement is true?
  - The mean and median are equal
  - The mean is greater than the median
  - The mean is less than the median
  - The mean could be either greater than or less than the median
  - None of the above is correct
- The area under the standard Normal curve corresponding to  $-0.3 < Z < 1.6$  is
  - 0.3273
  - 0.4713
  - 0.5631
  - 0.9542
  - none of the above

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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q95-Q100):

NEW QUESTION # 95

Which statement is true about action plan templates?

- **A. Action plan templates can have multiple planogram, inventory and promotion checks**
- B. Action plan templates are not extensible through Apex
- C. Action plan templates can have multiple orders and delivery tasks
- D. Action plan templates are ready to use after saving

**Answer: A**

Explanation:

Action plan templates can have multiple planogram, inventory and promotion checks, which are predefined tasks that can be assigned to field reps to perform during their store visits. These tasks help to ensure compliance and optimize product placement and availability. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 26-27.

#### **NEW QUESTION # 96**

Northern Trail Outfitters wishes to use Tableau CRM as part of their Consumer Goods Cloud rollout. What data is required to support successful creation of the app?

- A. Retail Visit KPIs must be created
- B. Promotions must be created and associated to retail store locations
- **C. Products must be associated to retail stores**
- D. Retail Store KPIs must be created

**Answer: C**

Explanation:

A data requirement to support successful creation of the Tableau CRM app for Consumer Goods Cloud is that products must be associated to retail stores. This is because the Tableau CRM app analyzes the sales performance and product distribution across different stores and segments, and identifies opportunities and gaps for product placement and availability. Without associating products to retail stores, the app cannot provide accurate and meaningful insights. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

#### **NEW QUESTION # 97**

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

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

**Answer: A**

Explanation:

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

#### **NEW QUESTION # 98**

Universal Connect (UC) offers business TV services to its customers. As part of the offerings, UC requires the business TV's attribute to be changed to "Gold" if an account's SLA field value is "Gold".

What solution should a Consultant recommend to achieve this requirement?

- **A. Advanced Rules**
- B. Compatibility Rules
- C. Attribute Rules
- D. Context Rules

**Answer: A**

Explanation:

To achieve the requirement of automatically changing a product attribute (Business TV Attribute) to specific value ("Gold") based on a field on the Customer Account (SLA = "Gold"), the Consultant should recommend Advanced Rules.

Advanced Rules (Product Configuration): In Salesforce Industries (Communications Cloud) CPQ, Advanced Rules are the comprehensive framework used to handle complex logic that requires evaluating data from related objects (like the Account or Quote) to trigger actions on the Product line items in the cart.

Entity Filters: Advanced Rules utilize Entity Filters to evaluate the "If" condition. The Entity Filter can be configured to look up the Account record associated with the order and check if the SLA\_\_c field equals 'Gold'.

Rule Actions: Once the condition is met, the Advanced Rule triggers a Configuration Action. This action can be defined to "Set Attribute" (or Assign) the value 'Gold' to the specific attribute on the Business TV product.

Why other options are incorrect:

Attribute Rules (D): While "Attribute Rules" (or Product Attribute Rules) handle logic regarding attributes, they are typically used for intra-product dependencies (e.g., "If Color is Red, then Size cannot be Small" or "Set Default to X"). They do not natively support reaching out to the Account object to read a field without the broader Advanced Rule/Entity Filter wrapper.

Context Rules (A): These are primarily used for Eligibility, Pricing, and Promotions (determining if a product appears or which price list applies). They are not typically used to set configuration attribute values on the line item itself.

Compatibility Rules (C): These are used to validate if products can exist together (Requires/Excludes), not to set attribute values. This pattern allows for "Auto-Configuration" of the product based on the customer's profile, ensuring the sold service aligns with the customer's contractual Service Level Agreement (SLA) without manual agent intervention.

### NEW QUESTION # 99

Universal Containers (UC) is a Communications Service Provider using Communications Cloud. They have completed testing the data migration by successfully loading the full data set into a Full Copy sandbox with no errors. They are now ready for the load into production.

What are two actions a Consultant should recommend once the load is completed in production?

- A. Validate that the resulting volumes in production match expectations, and spot check records for individual correctness.
- B. Inform the business that the data migration is complete as any potential errors were resolved in development and testing.
- C. Raise a Salesforce support case to retrieve a data load report to summarize the data load.
- D. Analyze and resolve any errors that were encountered and perform an additional data load for any failed records.

**Answer: A,D**

Explanation:

Once a production data load is completed in Communications Cloud, Salesforce's public data-migration and go-live readiness recommendations emphasize two mandatory activities: (1) remediation of failed records, and (2) validation of loaded data. These activities ensure that production contains a complete, accurate, and trusted data set before the system is opened to business users.

Option B - Analyze and resolve any errors and re-load failed records

Even if a full-data migration completed successfully in a Full Copy sandbox, the production environment may still produce new failures due to data differences, unexpected validation rules, org-specific automation, or sequence dependencies. Salesforce migration best practices require analyzing the error logs generated by Data Loader, Bulk API, or middleware, correcting failed data, and performing targeted reloads. No migration is considered complete until every failed record has been addressed. This is a standard post-migration requirement in Communications Cloud given the volume and interdependencies between Accounts, Subscriptions, Service Accounts, Billing Accounts, Premises, Assets, Orders, and Fulfillment objects.

Option D - Validate volumes and spot-check correctness

After the load finishes, the consultant must validate that record counts in production exactly match expected totals from source systems, including number of Accounts, Billing Accounts, Service Accounts, Subscriptions, Premises, and Assets. Salesforce also recommends targeted spot checks-opening individual customer records, ensuring relationships are correct, asset hierarchies are intact, and subscription data is consistent. This ensures data integrity before cutover and user access.

Incorrect options:

A - Salesforce does not provide a data load report via support case; all logs come from the tools used during migration.

C - You cannot assume "all errors were resolved earlier." Every production load must be validated, and new issues frequently occur during the final cutover.

Therefore, the correct post-production-load actions are B and D.

### NEW QUESTION # 100

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