

# AP-205예상문제 - AP-205최고품질덤프문제

Scrum PSK-I Professional Scrum with Kanban level I 2

**최신 Professional Scrum with Kanban PSK-I 무료샘플문제 (Q25-Q30):**

**질문 #25**  
Which is the most appropriate metric to look at if you want to determine when an item that has already started is going to finish?

- A. Lead Time.
- B. Work Item Age.
- C. Team Velocity.
- D. Team Capacity.
- E. Cycle Time.

정답 B

**질문 #26**  
The Cumulative Flow Diagram is most helpful in visualizing which of the following two metrics? (choose the best two answer)

- A. Where active items are in the workflow and the typical cycle times for the team.
- B. Cycle Time trends and distributions.
- C. Work in Progress (WIP) trends.
- D. Throughput.

정답 C,D

**질문 #27**  
The definition of "Workflow" typically includes: (choose the best four answers)

- A. The start state of the process.
- B. A definition of customer value.
- C. The active states for the work items.
- D. A shared understanding within the Scrum Team of how work is defined (work items).
- E. The finished state of the process.

정답 A,C,D,E

**질문 #28**  
True or False: The Sprint Retrospective is the only time in which the Work in Progress (WIP) Limit can change.

- A. FALSE
- B. TRUE

정답 A

PSK-I 자격증 공부자료 - PSK-I 최고품질덤프자료

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>> AP-205 예상문제 <<

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## 최신 Consumer Goods Cloud AP-205 무료샘플문제 (Q62-Q67):

### 질문 # 62

A large enterprise customer has decided to implement Consumer Goods Cloud TPM. The current landscape includes an Enterprise Resource Planning (ERP) solution that is responsible for Customer Master Data, Product Master Data, customer invoicing, and order fulfillment. The large enterprise customer needs its key account managers (KAMs) to use Consumer Goods Cloud TPM to view customers and products and manage assortments and promotions.

Which system should be the system of record going forward for customers and products?

- A. Consumer Goods Cloud TPM
- B. Salesforce Data Cloud
- C. Enterprise Resource Planning

정답: C

### 설명:

In a standard enterprise architecture for CPG companies, the Enterprise Resource Planning (ERP) system remains the single source of truth (System of Record) for Master Data (Customers and Products).

\* Role of ERP: It handles the financial and logistical execution-invoicing, shipping, and fulfillment. If the product code or customer billing address is incorrect in the ERP, orders cannot be processed.

\* Role of TPM: Consumer Goods Cloud TPM is a consumption system for this master data. It imports Customers and Products from the ERP so that KAMs can plan promotions against them.

A consultant must recommend maintaining the ERP as the system of record. Trying to master this data in Salesforce (Option B) or Data Cloud (Option A) creates synchronization risks where the "Plan" in Salesforce refers to a product that doesn't exist or is priced differently in the "Execution" system (ERP), leading to failed orders and financial discrepancies.

### 질문 # 63

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

정답: B

### 설명:

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 the Spend 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 correct KPI 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.

### 질문 # 64

A customer needs to create a promotion level report that has data for three Promotion key performance indicators (KPIs) and four fields from the Promotion object: Promotion Name, Slogan, Anchor Account, Phase.

Which type of reporting solution should a consultant recommend to the customer?

- A. Real-Time Reporting
- B. Salesforce Lightning Reports
- C. External Reporting Solution

정답: C

설명:

While Salesforce Lightning Reports (Option C) are excellent for standard object data (Name, Slogan, Phase), they struggle to access the calculated KPIs (Volume, ROI, Spend) that reside in the Processing Service's memory or JSON blobs, unless those KPIs are explicitly written back to the database. Even with writeback, joining them in a formatted "Promotion Level Report" (often implying a tear-sheet or printable summary) can be rigid.

Real-Time Reporting (RTR)(Option A) is a UI component for viewing data on a screen, not generating a persistent "Report" document.

Therefore, for a requirement that mixes standard metadata (Slogan, Phase) with complex calculated KPIs into a cohesive report, the recommended best practice in the TPM ecosystem is often an External Reporting Solution (Option B) such as CRM Analytics (Tableau CRM) or a third-party generator. These tools can ingest the Writeback data (or query the API), join it with the Promotion Object metadata, and render the pixel-perfect layout required by the customer.

질문 # 65

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

정답: A

질문 # 66

What is the most critical factor to consider when leading executive level requirements gathering sessions to recommend an appropriate solution?

- A. 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
- B. Ensuring the application incorporates the latest features and adheres to benchmark standards to maintain a competitive edge
- C. Prioritizing a user-friendly interface and experience to ensure quick adoption and operational continuity for the sales and marketing teams

정답: A

설명:

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 with Strategic Objectives and ROI. 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.

질문 # 67

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시스코 시스템즈사의 공인 자격증은 기술 영업 및 테크니컬 지원에 있어서AP-205최고품질 덤프문제뿐만 아니라 시스코시스템즈사로부터 기술정보를 직접 제공받는 등 기술 지원 혜택 전반에 걸친 다양한 기회를 보장받게 된다, 집을 나가사다니요?

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