

AP-205인증공부문제, AP-205최신버전시험대비공부문제

18. 다음 글의 목적으로 가장 적절한 것은?

To whom it may concern,
 ❶ My name is Peter Jackson and I am thinking of **applying** for the Advanced Licensed Counselor Program **that** the university provides. ❷ I found **that** the certification for 100 hours of counseling experience **is required** for the application. ❸ **However**, I do not think I could possibly **complete** the **required** counseling experience by the **current** deadline. ❹ So, if **possible**, I kindly request an **extension** of the deadline until the end of this summer vacation. ❺ I am **actively** working on **obtaining** the certification, and I am **sure** I will be able to submit **it** by then. ❻ I understand the importance of **following** the application process, and would **greatly appreciate** your consideration of this request. ❼ I look forward to your response.
 Sincerely, Peter Jackson
 관계자분께,
 ❶ 저의 이름은 Peter Jackson이고, 대학교에서 제공하는 Advanced Licensed Counselor Program에 지원하려고 합니다. ❷ 저는 지원을 위해 100시간의 상담 경력 증명서가 필요하다는 것을 알았습니다. ❸ 그러나 저는 아마도 현재 마감 기한까지 필요한 상담 경력을 완료할 수 없다고 생각합니다. ❹ 그래서 가능하시다면 저는 이번 여름 방학말까지 마감 기한의 연장을 정중하게 요청합니다. ❺ 저는 증명서를 얻으려고 열심히 노력하고 있고, 저는 제가 그때까지 그것을 제출할 수 있을 것이라고 확신합니다. ❻ 저는 지원 과정을 따르는 것의 중요성을 이해하며, 이 요청에 대한 귀하의 고려에 대단히 감사하겠습니다. ❼ 저는 귀하의 회신을 기다리겠습니다.
 진심을 담아, Peter Jackson 드림

주제 : Request for an extension of the certification submission deadline

요지 : 경력 증명서 마감기한 연장 요청

핵심어 : request an extension of the deadline(마감기한 연장을 요청하다)

출제 가능성 : **어법 / 어휘**

••자료 이용설명••

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 *정리되어 있는 내용을 시험전까지 매일 n회독하며 완전히 스토리가 머리에 새겨질 정도로 반복하시길...

2026 Fast2test 최신 AP-205 PDF 버전 시험 문제집과 AP-205 시험 문제 및 답변 무료 공유:
<https://drive.google.com/open?id=1oSrW2AJBh0H-zAXvY44Aj4iTP4q5pv6f>

Fast2test에서 최고최신버전의Salesforce인증AP-205시험덤프 즉 문제와 답을 받으실 수 있습니다. 빨리 소지한다면 좋겠죠. 그래야 여러분은 빨리 한번에Salesforce인증AP-205시험을 패스하실 수 있습니다.Salesforce인증AP-205관련 최고의 자료는 현재까지는Fast2test덤프가 최고라고 자신 있습니다.

Salesforce AP-205 Exam Syllabus Topics:

Section	Weight	Objectives
		- System configuration
Topic 1: Implementation	32%	1. Configure approvals, funds, and promotions 2. Set up trade promotion calendars and templates 3. Validate configuration and troubleshoot issues 4. Integrate with order management and external systems

		- Solution architecture
Topic 2: Design	36%	1. Configure promotion planning and funding models 2. Ensure scalability, usability, and performance 3. Define data model and integration approach 4. Design trade promotion structures and workflows
		- Business requirement analysis
Topic 3: Discovery	32%	1. Conduct TPM lifecycle discovery interviews 2. Rationalize use of Consumer Goods Cloud and TPM 3. Map enterprise components to TPM or external systems 4. Document customer journey and business processes

>> AP-205인증공부문제 <<

AP-205최신버전 시험대비 공부문제 - AP-205시험응시료

국제공인자격증을 취득하여 IT업계에서 자신만의 자리를 잡고 싶으신가요? 자격증이 수없이 많은데 Salesforce AP-205 시험패스부터 시작해보실가요? 100%합격가능한 Salesforce AP-205덤프는 Salesforce AP-205시험문제의 기출문제와 예상문제로 되어있는 퍼펙트한 모음문제집으로서 시험패스율이 100%에 가깝습니다.

최신 Consumer Goods Cloud AP-205 무료샘플문제 (Q30-Q35):

질문 # 30

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.

정답: B

설명:

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.

질문 # 31

Which setting does a consultant need to activate to ensure that every time a claim is set to submitted for approval, an automated process checks if at least one fund is linked to the claim?

- A. The Requires Funds setting on the approval process
- B. The Requires Funds setting on the claim template**
- C. The Enable Tactic Auto Fund Assignment on the sales org

정답: B

설명:

Claims Management involves validating that a deduction or invoice is valid before paying it. A critical validation rule is ensuring that the money is coming from somewhere-i.e., a Fund.

This validation logic is controlled by the Claim Template. The Claim Template acts as the blueprint for the claim document. It contains a specific checkbox or setting called "Requires Funds" (Option C).

* When this is enabled, the system enforces a hard validation: a user cannot change the status to

"Submitted" (or advance the workflow) unless a Fund record is associated with the Claim.

* Option A ("Auto Fund Assignment") is an automation feature to find a fund, not a validation rule to check for one.

* Option B is incorrect because Approval Processes trigger a submission logic; the validation typically happens on the record state transition controlled by the template.

질문 # 32

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

정답: C

설명:

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 plan.

질문 # 33

During a design session, a client has informed a consultant that base volumes for a group of planning level accounts is available only at the Sub Account level.

How should the consultant design this for planning accounts that rely on Sub Account data?

- **A. Select Sub Accounts on the Account P&L and select calculation mode as Sub Account Aggregation on the promotion template.**
- B. Create a Customer Set and create a promotion template with Sub Account functionality.
- C. Create a promotion template with Sub Account functionality enabled and enable Consider Sub Accounts functionality in the key performance indicator (KPI) definition to read volumes.

정답: A

설명:

This scenario addresses a common data granularity mismatch: the Planning is done at the Parent (Anchor) level, but the Data (Base Volumes) resides at the Child (Sub Account) level.

To bridge this gap, the Promotion Template and Account P&L must be configured for Aggregation.

* Select Sub Accounts on Account P&L: The Key Account Manager must essentially "opt-in" the relevant sub-accounts into the view. This tells the system which children contribute to this plan.

* Calculation Mode: Sub Account Aggregation: This is the specific setting in the Promotion Template that dictates the engine's behavior. Instead of looking for a baseline volume record attached directly to the Parent Account (which doesn't exist in this

scenario), the engine is instructed to look at the selected Sub Accounts, retrieve their individual baselines, and sum them up (Aggregate) to display the total at the Planning Account level. Without this "Sub Account Aggregation" mode, the baseline at the planning level would likely show as zero because the system would default to looking for a direct match at the parent level. Option B correctly identifies the combination of UI selection (P&L) and calculation logic (Aggregation Mode) required to surface this data.

질문 # 34

A client has asked that the discount key performance indicator (KPI) is manually provided by the key account manager (KAM). The discount KPI should only be editable at the total level for the tactic/product hierarchy and should not be editable on a weekly level.

How should a consultant design this discount KPI?

- A. Set the Edit mode of the discount KPI as Total.
- B. Set the Editable storage level of the discount KPI as Tactic.
- C. Set the Edit mode of the discount KPI as All.

정답: A

설명:

In Salesforce Consumer Goods Cloud TPM, the behavior of Key Performance Indicators (KPIs) within the planning grid is governed by the KPI Definition, specifically the Edit Mode property. This property dictates where and how a user can input data. The requirement here is specific: the Key Account Manager (KAM) must provide a manual input (Writeback) for the discount, but this input is restricted to the Total column (the aggregate for the promotion duration) and must not be allowed in the weekly/periodic columns.

* Edit Mode: Total (Option B): This is the correct configuration. When set to "Total," the cell in the Total column becomes editable. When the KAM enters a value (e.g., \$10,000), the calculation engine automatically distributes (disaggregates) this amount across the weeks and products based on a defined reference profile (like Baseline Volume). The individual weekly cells remain read-only or are overwritten by the distribution logic, preventing the user from manually "tweaking" specific weeks which could break the distribution logic.

* Edit Mode: All (Option A): This would allow editing in both the Total column and the individual weekly cells, violating the requirement.

* Editable Storage Level (Option C): This defines where the data is saved in the database (e.g., at the Tactic level vs. Product level), but it does not control the UI behavior of locking the weekly columns while allowing the Total column to be edited.

질문 # 35

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Fast2test는 전문적인 IT인증시험덤프를 제공하는 사이트입니다. AP-205인증시험을 패스하려면 아주 현명한 선택입니다. Fast2test에서는 AP-205관련 자료도 제공함으로 여러분처럼 IT 인증시험에 관심이 많은 분들한테 아주 유용한 자료이자 학습가이드입니다. Fast2test는 또 여러분이 원하도 필요로 하는 최신 최고버전의 AP-205문제와 답을 제공합니다.

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