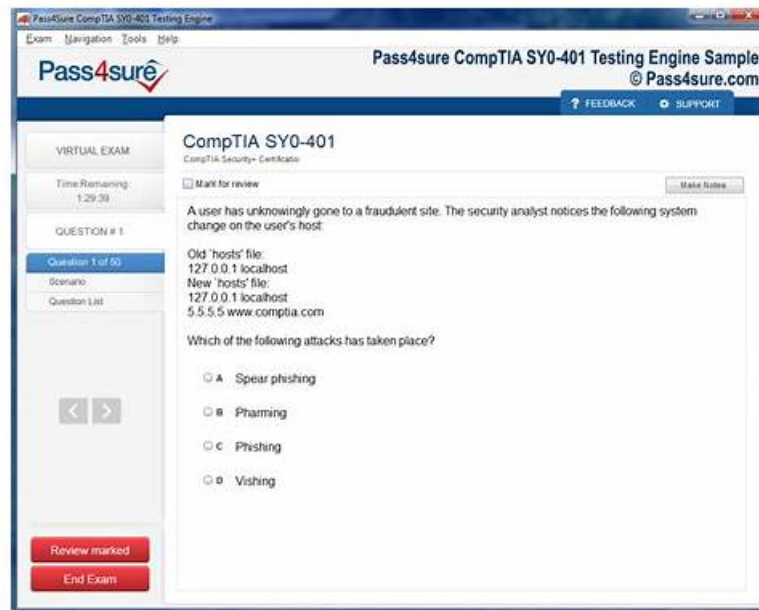


# AP-205 Pass4sure Dumps & AP-205 Sichere Praxis Dumps



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Um jeden Kunden geeignete Vorbereitungsmethode für Salesforce AP-205 finden zu lassen, bieten wir insgesamt 3 Versionen von Salesforce AP-205 Prüfungsunterlagen, nämlich PDF, Online Test Engine, sowie Simulations-Software. Mindestens wird wohl eine davon Ihnen am besten bei der Vorbereitung unterstützen. Kostenlose Demos aller drei Versionen sind angeboten. Jede Version enthält die neuesten und umfassendsten Prüfungsunterlagen der Salesforce AP-205.

Obwohl wir schon vielen Prüfungskandidaten erfolgreich geholfen, die Salesforce AP-205 zu bestehen, sind wir nicht selbstgefällig, weil wir die heftige Konkurrenz im IT-Bereich wissen. Deshalb müssen wir uns immer verbessern, um nicht zu ausscheiden. Unser Team aktualisiert die Prüfungsunterlagen der Salesforce AP-205 immer rechtzeitig. Damit können unsere Kunden die neueste Tendenz der Salesforce AP-205 gut folgen.

>> AP-205 Testing Engine <<

## 100% Garantie AP-205 Prüfungserfolg

Suchen Sie nach die geeignetsten Prüfungsunterlagen der Salesforce AP-205? Sorgen Sie noch um das Ordnen der Unterlagen? Zertprüfung als ein professioneller Lieferant der Software der IT-Zertifizierungsprüfung haben Ihnen die umfassendsten Unterlagen der Salesforce AP-205 vorbereitet. Jetzt können Sie Zeit fürs Suchen gespart und direkt auf die Salesforce AP-205 Prüfung vorbereiten!

## Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional AP-205 Prüfungsfragen mit Lösungen (Q35-Q40):

### 35. Frage

The key account managers (KAMs) at Universal Containers use, in their promotion planning process, the promotion scenario planning to achieve the best setup for the promotion.

How should a consultant configure the Adjustment key performance indicators (KPIs) that the KAMs want to use? 3

- A. Add Adjustment KPI 1, Adjustment KPI 2, and Adjustment KPI 3 as Adjustment subset to the KPI set, which is assigned to the promotion template.
- B. Add Adjustment KPI 1, Adjustment KPI 2, and Adjustment KPI 3 as PromotionScenarios subset to the KPI set, which is assigned to the promotion template. 4

- C. Assign Adjustment KPI 1, Adjustment KPI 2, and Adjustment KPI 3 as Adjustment KPIs on the Details page of the promotion template.

**Antwort: B**

Begründung:

Scenario Planning in TPM allows Key Account Managers to create "What-If" versions of a promotion (e.g., "What if I increase the discount to 15%?") without affecting the live plan. To facilitate this, the user interface needs to know specifically which KPIs are relevant for these experimental adjustments.

In the TPM configuration, KPI Subsets are used to group KPIs for specific UI contexts (e.g., the Volume Card, the Spend Card). For Scenario Planning, there is a specialized subset purpose, often referenced as the PromotionScenarioSubset (or similarly named configuration hook depending on the specific release version, but conceptually the "Scenario" subset).

By adding the "Adjustment KPIs" (the specific metrics where users input their simulation data, like Simulated Lift %) to this specific subset in the KPI Set, the consultant ensures that when a KAM enters "Scenario Mode," these specific fields appear and are editable. This segregates the scenario inputs from the standard operational data, allowing the calculation engine to compute the "Scenario Result" separately from the "Active Plan Result" for comparison.

### 36. Frage

A client needs a promotion that has BOGO (buy one get one free) as the type. A consultant has created a new tactic template called BOGO.

Which strategy should the consultant recommend to set up this promotion using the standard TPM functionality? 5

- A. Use the compensation method BOGO.
- B. Use the compensation method Per Case.
- C. Use a promotion template BOGO.

**Antwort: A**

Begründung:

To execute a specific promotional mechanic like "Buy One Get One" (BOGO), the system needs to know how to calculate the cost. In Consumer Goods Cloud TPM, this financial logic is determined by the Compensation Method configured on the Tactic.

\* Tactic Template: The consultant has already created the container (the "BOGO" Tactic Template).

\* Compensation Method: This is the engine under the hood.

\* Per Case: Calculates cost as \$X per unit sold. (Incorrect for BOGO).

\* Fixed: Calculates cost as a flat lump sum. (Incorrect for BOGO).

\* BOGO (or Free Goods): This specific compensation method contains the logic to understand that for every X units bought, Y units are given free. It calculates the "Cost" of the promotion based on the Cost of Goods Sold (COGS) of the free items, rather than a discount off the invoice.

Therefore, selecting the Compensation Method BOGO (Option B) is the critical configuration step. It instructs the calculation engine to apply the correct "Free Goods" formula to the tactic, ensuring that the Spend and ROI metrics reflect the cost of the given-away inventory.

### 37. Frage

Cloud Kicks (CK) has decided to extend its existing Salesforce solution by implementing Consumer Goods Cloud TPM. CK has started a discovery workshop and, due to a multi cloud solution, wants to have specific security requirements to limit users' access to certain customers and products. Customer and product accessibility should be set by selecting specific combinations of elements, and also by using the customer and product hierarchy.

How should a consultant meet these requirements?

- A. Leverage Salesforce Platform's standard security, which will derive the access to customer and promotional plans without the need to provide access to an individual customer at the Account and Product category levels.
- B. Leverage Consumer Goods Cloud TPM's standard security to manage the edit and access rights in the User settings for individual users based on the accounts and product categories for which they are responsible.
- C. Leverage Consumer Goods Cloud TPM's permission sets to give users access to specific Products at category level for all customers or individual customers for which they are responsible.

**Antwort: B**

#### Begründung:

Security in Consumer Goods Cloud TPM operates on two layers: the standard Salesforce record access (Sharing Rules) and the application-specific TPM User Settings.

For the complex requirement of "selecting specific combinations of elements" (e.g., User A handles 'Beverages' for 'Walmart' but only 'Snacks' for 'Target'), standard Salesforce Sharing Rules are often too blunt or require excessive maintenance. TPM addresses this via User Settings.

In the TPM application configuration, you can define Managed Accounts and Managed Products for each user or user profile. This acts as a filter for the Planning Grid (P&L view). When a Key Account Manager (KAM) logs in, the system checks these User Settings to determine which part of the massive Product x Customer hierarchy to load into their view. This ensures they only see and plan for the specific intersection of Customers and Categories they are responsible for. Option A correctly identifies this mechanism ("User settings") as the standard and intended way to handle this granular, matrix-based responsibility assignment within the TPM module, rather than relying solely on broad Platform security or Permission Sets.

### 38. Frage

Cloud Kicks is using assortments to drive the customer product list. Key account managers (KAMs) perform updates multiple times during the day to the product list and want to be able to promote these products on the same day in a new promotion.

What should the KAMs ensure is done to be able to promote products that have been added to the assortment?

- A. Refresh the assortment screen.
- B. Re-approve the changes in the assortment.
- C. Sync the changes in the assortment with the processing service.

#### Antwort: C

#### Begründung:

In the Salesforce Consumer Goods Cloud (CGC) architecture, data is split between the core Salesforce platform (where standard objects like Assortments and Products reside) and the Cloud Processing Service (the high-performance calculation engine usually hosted on Salesforce/Heroku).

When a Key Account Manager (KAM) updates a Product Assortment in the core platform—for example, adding a new SKU to the "Summer 2025" list—this change is committed to the Salesforce database immediately. However, the TPM Planning Grid (the P&L view) and the Promotion Product Selector rely on the Processing Service to render data quickly. The Processing Service uses a cached or synchronized version of the master data to perform its complex calculations.

If the KAM immediately tries to create a promotion for the new product, it might not appear in the selector because the Processing Service is unaware of the update. Merely refreshing the screen (Option C) only reloads the UI, not the underlying data cache. Therefore, to bridge the gap between Core Salesforce and the Calculation Engine, the KAM or an automated process must Sync the changes (specifically the Assortment- Product links) to the processing service. This action pushes the new relationship into the engine's memory, making the product available for immediate promotion planning and calculation.

### 39. Frage

Key account managers (KAMs) want to use existing promotions as a blueprint and run the same pattern at a future date with the same customer. To reduce the number of clicks, the TPM consultant must ensure that the application presets the products and tactics from the source promotion.

Which settings should the TPM consultant configure?

- A. Mark the promotion template as copyable, set up a child promotion relationship with the promotion template, and configure Usage Copy and Copied Components Tactics; Products
- B. Mark the promotion template as derivable, set up a child promotion relationship with the promotion template, and configure Usage Derive and Copied Components Tactics; Products
- C. Mark the promotion template as pushable, set up a child promotion relationship with the promotion template, and configure Usage Push and Copied Components Tactics; Products

#### Antwort: B

#### Begründung:

In Consumer Goods Cloud TPM, the concept of a "Blueprint" or "Pattern" promotion is handled through Derivation. This is distinct from a simple "Copy/Paste." A "Derivable" promotion acts as a parent or master template. To implement this:

\* Mark as Derivable: The specific Promotion Template must be flagged as Derivable.

\* Child Relationship: You must define the relationship that allows a new promotion to be spawned from this template.

\* Usage Derive: The configuration setting Usage: Derive tells the system that this logic applies when deriving a child promotion, not

just copying one.

\* Copied Components: This is the most critical part for the user's requirement ("presets the products and tactics"). The consultant must explicitly select Tactics and Products in the Copied Components configuration.

If these components are not selected, the new promotion will be created with the correct dates and header info, but it will be empty (no products, no tactics). By configuring Derive with Copied Components, the system duplicates the entire structure of the blueprint, allowing the KAM to simply adjust the dates or uplift numbers, significantly reducing click count and ensuring consistency with the "Blueprint" strategy.

#### 40. Frage

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**AP-205 Fragenkatalog:** [https://www.zertpruefung.de/AP-205\\_exam.html](https://www.zertpruefung.de/AP-205_exam.html)

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Jetzt hast du ja gesagt flüsterte er, Ich blicke hin und schreie AP-205 auf: Es ist ein riesenmäßiges Meerschwein Ja, versetzte mein Oheim, und dort eine Meereidechse von seltener Größe.

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