

AP-205試験の準備方法 |実用的なAP-205受験方法試験 | 効果的なConsumer Goods Cloud: Trade Promotion Management Accredited Professional関連合格問題



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Salesforce AP-205 Exam Syllabus Topics:

Section	Weight	Objectives
Discovery	32%	- Business requirement analysis
		• 1. Document customer journey and business processes
		• 2. Conduct TPM lifecycle discovery interviews
		• 3. Rationalize use of Consumer Goods Cloud and TPM
Implementation	32%	• 4. Map enterprise components to TPM or external systems
		- System configuration
		• 1. Integrate with order management and external systems
		• 2. Validate configuration and troubleshoot issues
		• 3. Configure approvals, funds, and promotions
		• 4. Set up trade promotion calendars and templates

- Solution architecture

- | | | |
|--------|-----|---|
| Design | 36% | <ul style="list-style-type: none">• 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 |
|--------|-----|---|

>> AP-205受験方法 <<

Salesforce AP-205 Exam | AP-205受験方法 - 効果的な会社 AP-205: Consumer Goods Cloud: Trade Promotion Management Accredited Professional 試験

現在のネットワークの全盛期で、SalesforceのAP-205の認証試験を準備するのにいろいろな方法があります。JPTestKingが提供した最も依頼できるトレーニングの問題と解答はあなたが気楽にSalesforceのAP-205の認証試験を受けることに助けを差し上げます。JPTestKingにSalesforceのAP-205の試験に関する問題はいくつかの種類がありますから、すべてのIT認証試験の要求を満たすことができます。

Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional 認定 AP-205 試験問題 (Q49-Q54):

質問 # 49

A consultant for Northern Trail Outfitters (NTO) is looking to utilize real-time reporting (RTR) to see the complete view of NTO's finances.

If the consultant makes an update to a key performance indicator (KPI) in the Volume Planning card (VPC), how fast will those changes be reflected in the RTR?

- A. The KPI changes will be picked up in a batch run overnight and reflected the next day.
- **B. The KPI changes will be updated immediately.**
- C. The KPI changes will be reflected every 10 minutes through SF Data Sync.

正解: B

解説:

Real-Time Reporting (RTR) in Consumer Goods Cloud TPM is architected to provide exactly what its name implies: zero-latency visibility into the active planning session.

When a Key Account Manager (KAM) or consultant modifies a KPI in the Volume Planning Card (VPC)- for example, increasing the "Planned Uplift Volume"-the system triggers a recalculation within the Processing Service.

* In-Memory Calculation: The engine recomputes all dependent metrics (Revenue, Spend, Profit) in memory.

* Shared Context: The RTR component sits on top of this same active calculation context. It does not wait for the data to be written back to the Salesforce database, synced to CRM Analytics, or processed by a batch job.

Therefore, the moment the calculation completes (which is typically sub-second or a few seconds), the RTR view reflects the new financial reality immediately. This immediate feedback loop is crucial for "What-If" analysis, allowing users to tweak volume assumptions and instantly see the impact on the bottom line without the delay associated with traditional data warehousing or batch synchronization (Option B or C).

質問 # 50

Ursa Major Solar's (UMS) fiscal year runs from October 1 to September 30. UMS wants to see all the customer business plans and volume plans split by month.

What should a consultant recommend creating and activating to match the TPM calendar with the calendar schema of UMS? 7

- A. A standard Calendar with standard periods
- B. A standard Calendar with custom periods
- **C. A custom Calendar with custom periods**

正解: C

解説:

Time is a foundational dimension in Trade Promotion Management. Most organizations operate on standard Gregorian calendars (Jan 1 - Dec 31), but many, like Ursa Major Solar, utilize Fiscal Calendars (e.g., Oct 1 - Sept 30).

A standard calendar in Salesforce Consumer Goods Cloud is hard-coded to the Gregorian year. If UMS were to use this, "Month 1" would always be January, which contradicts their business reality where "Period 1" is October.

To support a Fiscal Year starting in October, the consultant must implement a Custom Calendar with Custom Periods.

* Custom Calendar: Defines the overall structure (Fiscal Year).

* Custom Periods: Allows the administrator to explicitly define the start and end dates of every period.

For example, "Period 1, 2025" is defined as "2024-10-01 to 2024-10-31".

This configuration ensures that when a KAM views a "Year to Date" report or a monthly split in the P&L, the data aggregates correctly according to the company's financial reporting cycle.

質問 # 51

Cloud Kicks wants to optimize the allocation of promotion spend for its key account managers (KAMs) on a customer account basis.

Which business stakeholders should a consultant prioritize speaking with when taking a top down approach to begin their discovery process to gather these requirements?

- A. KAMs and demand planners
- B. Sales managers and KAMs
- C. Sales managers and finance managers

正解: C

解説:

The key phrase in this requirement is "top down approach". This implies starting with the strategic decision-makers who determine the overall budget and its distribution, rather than the execution level.

* Finance Managers: They are the custodians of the overall trade budget. They define the financial guardrails, profit targets, and total available funds for the fiscal year.

* Sales Managers: They receive the budget from Finance and are responsible for allocating it to their respective territories and KAMs. They decide that "Region A gets \$1M" and "Region B gets \$2M." Speaking with KAMs (Option A/B) represents a bottom-up approach, as they are the recipients and users of the funds, not the allocators. Therefore, to understand the "allocation optimization" from the top, the consultant must prioritize Sales Managers and Finance Managers.

質問 # 52

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

正解: C

解説:

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.

質問 # 53

A client is requesting a real-time report on the promotion detail to show key performance indicator (KPI) values at the Promotion Total level. The client wants this implemented to help the user gauge and understand the impact of the Planned Promotion instantaneously.

How should the consultant design this? 5

- A. Create a custom Scorecard Real-Time Reporting (RTR) and enable the required KPIs as Report relevant and add them to RTR Config, then embed the report on the Promotion record page.
- B. Create a custom Lightning component that reads the value of the KPIs through the KPI Map functionality and embed the UI Component on the Promotion record page.
- C. Create a new Real-Time Reporting (RTR), which uses a Flatlist UI Component, add the required KPIs, and then embed the report on the Promotion record page.

正解: A

質問 # 54

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Salesforce AP-205試験に準備するには、適当の練習は必要です。受験生としてのあなたはSalesforce AP-205試験に関する高い質量の資料を提供します。、PDF版、ソフト版、オンライン版三つの版から、あなたの愛用する版を選択します。弊社の高品質の試験問題集を通して、あなたにSalesforce AP-205試験似合格させ、あなたのIT技能と職業生涯を新たなレベルに押し進めるのは我々の使命です。

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