

# 最有效的AP-205認證指南，免費下載AP-205考試資料 得到妳想要的Salesforce證書



我們VCESoft的IT認證考題擁有多年的培訓經驗，VCESoft Salesforce的AP-205考試培訓資料是個值得信賴的產品，我們的IT精英團隊不斷為廣大考生提供最新版的AP-205考試培訓資料，我們的工作人員作出了巨大努力，以確保你們在考試中總是取得好成績，可以肯定的是，VCESoft Salesforce的AP-205考試材料是為你提供最實際的IT認證材料。

在人才濟濟的二十一世紀，專業Salesforce人才卻不是很多，社會需要大量的在專業Salesforce人才。如今檢驗人才能力的辦法之一就是AP-205認證考試，但是AP-205認證考試不是很容易通過的。一般參加認證考試的人都會選擇針對性的培訓課程，所以選擇一個好的培訓課程就是成功的保障。VCESoft的培訓課程有很高的品質。VCESoft的練習和真實考試試題有95%的很相似性。如果你使用了VCESoft提供的練習題做測試，你可以100%通過你第一次參加的AP-205認證考試。

>> AP-205認證指南 <<

## 完美的AP-205認證指南和認證考試的領導者材料和完整的AP-205熱門認證

在談到AP-205考試認證，很難忽視的是可靠性，VCESoft的AP-205考試培訓資料是特別設計，以最大限度的提高你的工作效率，本站在全球範圍內執行這項考試通過率最大化。

## 最新的 Consumer Goods Cloud AP-205 免費考試真題 (Q53-Q58):

### 問題 #53

Northern Trail Outfitters wants to send email to approvers, when the key account manager (KAM) is not able to approve promotions due to a threshold limitation of plan spend being more than US\$50,000.

How should a consultant configure this scenario, when promotion plan spend is more than \$50,000?

- A. Use Validation action to check threshold and email.
- **B. Set action as Email in workflow state transition.**
- C. Use business object application programming interface (API) to send email to approver.

答案: B

解題說明:

This requirement describes a conditional approval workflow. In Consumer Goods Cloud TPM, the lifecycle of a promotion (Draft -> Submitted -> Approved) is governed by the Workflow engine (State Machine).

When a KAM attempts to approve a promotion that exceeds a spending limit (e.g., >\$50k), the system must prevent immediate approval and instead route it for review. This is handled by a State Transition.

\* Transition Logic: You define a transition from "Draft" to "Submitted for Approval" (or a specific review status) that triggers only when the condition Plan Spend > 50,000 is met.

\* Workflow Action: Attached to this specific transition is an Action. In this case, the action is to "Send Email." Therefore, Option B is

the correct configuration. You configure the Workflow State Transition to detect the threshold and automatically trigger the Email Action to the approver. Option A (Validation Action) is typically used to block an action entirely (e.g., "Error: You cannot save this promotion"), which wouldn't facilitate the routing process to the approver. Option C (API) is a custom development approach that is unnecessary given the standard Workflow functionality.

#### 問題 #54

A customer needs to send the Effective Price key performance indicator (KPI) value, calculated at the promotion level, to an external system for each product.  
How should a consultant recommend doing this?

- A. Identify the Cost and Volume KPI and enable the writeback of these two KPIs at the Product storage level as a helper value to be sent using standard Integration APIs or RTR CSV Extracts.
- B. Generate Tactic Product conditions and send the records generated from the Salesforce object through a supported Salesforce integration tool.
- C. Enable the writeback of the Effective Price KPI and keep storage level as Product, and extract the data using standard Integration application programming interface (APIs) or Real-Time Reporting (RTR) CSV Extracts.

答案: C

#### 解題說明:

In Consumer Goods Cloud TPM, many KPIs (like Effective Price) are calculated "on the fly" by the processing engine in the browser or the calculation grid. They do not automatically exist as stored data records in the database that an external integration tool can simply "query." To make a calculated KPI available for integration (extraction to an ERP or Data Warehouse), you must configure Writeback. Writeback instructs the system to physically save the calculated value into a storage table (typically the Promotion Product or a generic Measurement table) whenever the promotion is saved.

The requirement asks specifically for the value "for each product." Therefore, the Storage Level must be set to Product. If it were set to "Tactic" or "Promotion," the granular product-level price data would be aggregated and lost. Once Writeback is enabled and the storage level is correct, the data exists as physical records in Salesforce objects. These can then be extracted using standard methods like the Integration API or RTR CSV Extracts. Option B describes this exact configuration workflow: Enable Writeback -> Set Level to Product -> Extract via API. Option A discusses "Conditions" which is a different concept related to pricing logic, not generic KPI extraction.

#### 問題 #55

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.

答案: A

#### 解題說明:

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.

### 問題 #56

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

答案： A

解題說明：

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<sup>3</sup>.

### 問題 #57

Cloud Kicks is using Consumer Goods Cloud TPM and wants to tailor the system for a key account manager (KAM). It needs to make sure that the KAM has access solely to products in the Beverages category for all customers.

Which approach should a consultant recommend to set up this specific access within Consumer Goods Cloud TPM?

- A. Utilize Role-Based Permissions, assigning the KAM to a role that exclusively permits access to products in the Beverages category.
- B. Configure user settings by assigning the Beverages category to the KAM through the product manager, ensuring the KAM's access is limited to products within this category.
- C. Implement a sharing rule on the Product object that restricts the KAM's view to only products classified under the Beverages category.

答案： B

解題說明：

Access control in TPM often requires finer granularity than standard Salesforce Record Sharing allows. While you can use Sharing Rules (Option A) to control visibility of Product records, it becomes difficult to manage complex matrices (e.g., User A sees Beverages for Customer X, but Snacks for Customer Y) and can impact system performance if rules become too complex.

The purpose-built solution in Consumer Goods Cloud TPM is User Settings.

Within the TPM administration, you can define specific Managed Products (or categories) and Managed Accounts for each user.

\* Configuration: The consultant navigates to the User Settings for the KAM.

\* Assignment: They select "Beverages" in the Product definition section.

When this KAM logs into the TPM Planning Grid (P&L), the application logic reads these User Settings and filters the data query.

The KAM will simply not see any products outside the Beverages category. This is a functional application-level filter that ensures the planning environment is tailored to their specific responsibility, making Option C the recommended best practice over the broad platform-level sharing rules.

### 問題 #58

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不同的方式是可以達到相同的目的的，就看你選擇什麼樣的方式，走什麼樣的路。很多人都想通過Salesforce AP-205 認證考試來使自己的工作和生活有所提升，但是參加過Salesforce AP-205 認證考試的人都知道通過Salesforce AP-205 認證考試不是很簡單。有的人為了能通過Salesforce AP-205 認證考試花費了很多寶貴的時間和精力卻沒有成功。

