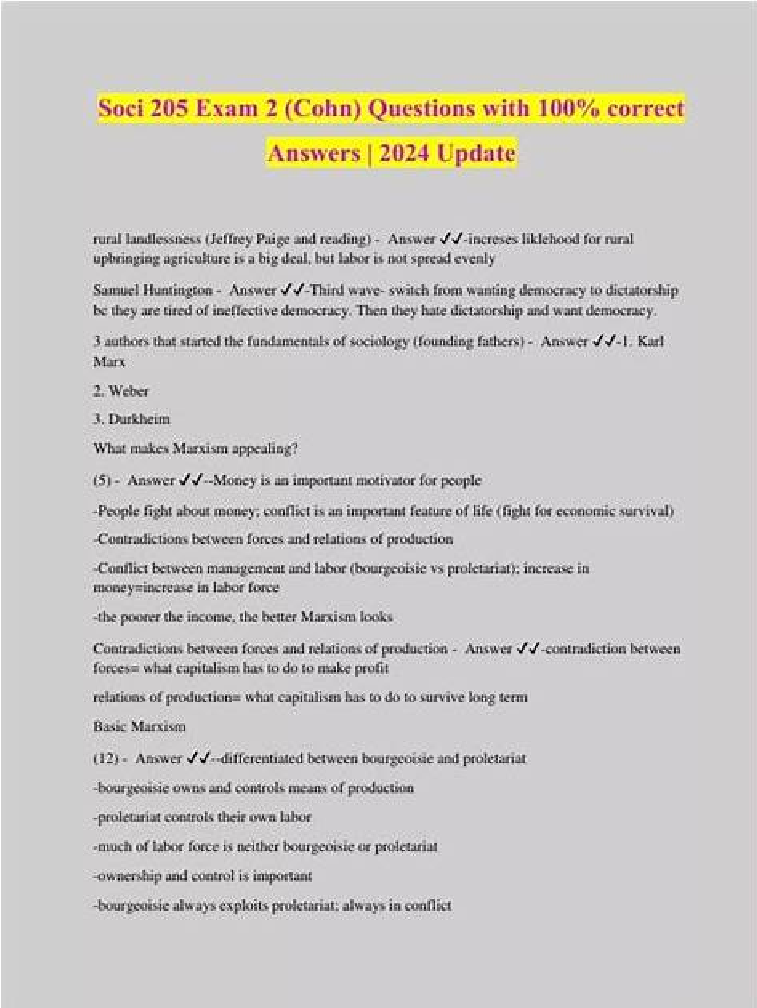
AP-205 Exam Questions Conveys All Important Information of AP-205 Exam



Soci 205 Exam 2 (Cohn) Questions with 100% correct Answers | 2024 Update

rural landlessness (Jeffrey Paige and reading) - Answer ✓✓-increses liklehood for rural upbringing agriculture is a big deal, but labor is not spread evenly

Samuel Huntington - Answer ✓✓-Third wave- switch from wanting democracy to dictatorship bc they are tired of ineffective democracy. Then they hate dictatorship and want democracy.

3 authors that started the fundamentals of sociology (founding fathers) - Answer ✓✓-1. Karl Marx

2. Weber

3. Durkheim

What makes Marxism appealing?

(5) - Answer ✓✓--Money is an important motivator for people

-People fight about money; conflict is an important feature of life (fight for economic survival)

-Contradictions between forces and relations of production

-Conflict between management and labor (bourgeoisie vs proletariat); increase in money=increase in labor force

-the poorer the income, the better Marxism looks

Contradictions between forces and relations of production - Answer ✓✓-contradiction between forces= what capitalism has to do to make profit

relations of production= what capitalism has to do to survive long term

Basic Marxism

(12) - Answer ✓✓--differentiated between bourgeoisie and proletariat

-bourgeoisie owns and controls means of production

-proletariat controls their own labor

-much of labor force is neither bourgeoisie or proletariat

-ownership and control is important

-bourgeoisie always exploits proletariat; always in conflict

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Marvelous AP-205 - Consumer Goods Cloud: Trade Promotion Management Accredited Professional Exam Brain Dumps

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q48-Q53):

NEW QUESTION # 48
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.

Answer: A

NEW QUESTION # 49
A key account manager (KAM) needs to plan promotions for a sports event at the beginning of the planning year. The customer fund does not hold enough money.
Which Consumer Goods Cloud settings allow the KAM to overspend the customer fund?

- A. Fixed Overdraw % and RBF Overdraw % setting on the fund template
- B. Fixed Overdraw % and RBF Overdraw % setting on the account extension
- C. Fixed Overdraw % and RBF Overdraw % setting on the transaction template

Answer: A

Explanation:
In Consumer Goods Cloud TPM, funds are governed by Fund Templates. These templates define the rules of engagement for the budget, including strictness on spending limits.
The scenario describes a situation where a KAM needs tooverspend(go into a negative balance) because the fund doesn'tyethave enough money (common at the start of the year before rate-based accruals have built up)
10.
To permit this, the administrator must configure theOverdrawsettings on theFund Template11:
* Fixed Overdraw %:Defines how much a fixed fund can be overspent.
* RBF Overdraw %:Defines how much a Rate-Based Fund (RBF) can be overspent.
If these are set to 0%, the system will block the promotion. By adjusting these percentages on theFund Template(Option B), the system allows the KAM to approve the promotion even with insufficient current funds, assuming the deficit will be covered by future sales accruals. Option A is incorrect as transaction templates define the movement of money, not the balance limits. Option C is incorrect as Account Extensions hold customer attributes, not fund rules.

NEW QUESTION # 50
What is the recommended way to create fixed funds in Consumer Goods Cloud TPM?

- A. Create a fund template first, and then use the template to create funds.
- B. Skip the optional fund template creation step, and directly input fixed funds.
- C. Create fund templates only for complex funds; otherwise, create fixed funds without utilizing templates.

Answer: A

Explanation:
In Consumer Goods Cloud TPM, Templates are the foundational architectural element for creating executable records, including Funds, Promotions, and Tactics. You cannot create a valid Fund record without it being based on a Fund Template. The template defines the rules, anchors (e.g., Customer, Org), and characteristics of the fund. Therefore, the recommended and mandatory workflow is to configure the Fund Template first, and then instantiate the specific Fixed Funds using that template.

NEW QUESTION # 51
Cloud Kicks wants to optimize the allocation of promotion spend for its key account managers (KAMs) on a customer account basis.
In which capability area should a consultant begin their discovery process to identify these requirements?

- A. Promotion Planning
- B. Strategic Planning
- C. Funds Management

Answer: C

Explanation:
The requirement specifically focuses on the allocation of promotion spend1. In the Trade Promotion Management (TPM) architecture, the mechanism for defining, accruing, and distributing budgets to specific customers is the domain of Funds Management2.
WhileStrategic Planningsets high-level targets (e.g., "Grow revenue by 10%"), it is the Funds Management module that operationalizes the financial resources required to achieve those targets. It handles the logic for:
* Fund Types:Are budgets Fixed (lump sum) or Rate-Based (accrual from sales)?
* Allocation:How is money moved from a Headquarters fund to a specific Customer fund?
* Governance:Rules on who can spend what.
Therefore, to "optimize the allocation," the consultant must first analyze the current Funds Management processes (Option C) to understand how budgets are currently constructed and assigned to KAMs.

NEW QUESTION # 52
A consultant's client indicated that two key account managers (KAMs) can manage the same customer, but they can only negotiate and create promotions for the product categories for which they are responsible.
Which functionality should the consultant recommend using to support this scenario?

- A. Use the user settings to assign the pertinent categories the KAMs are allowed to negotiate.
- B. Use a sales org to define two different divisions and user settings to assign the categories required.
- C. Use two different product templates, each assigned to a different sales org to segment the categories.

Answer: A

Explanation:
This scenario highlights a common business setup: Category Management. A large retailer (e.g., "SuperStore") is a single Customer Account, but the manufacturer has different sales reps (KAMs) for different business units-one KAM handles "Frozen Foods" and another handles "Dairy." To support this in Consumer Goods Cloud TPM without duplicating the Customer Account (which would break master data integrity), you utilizeUser Settings.
TheUser Settingsin TPM allow you to map specificProduct Categoriesto specificUsersfor specificAccounts.
* For KAM A, you configure User Settings: Account = SuperStore, Product Category = Frozen Foods.
* For KAM B, you configure User Settings: Account = SuperStore, Product Category = Dairy.
When KAM A opens the promotion calendar or P&L for "SuperStore," the system filters the product list.
They will only see and be able to add "Frozen Foods" to their promotions. They cannot unintentionally plan a "Dairy" promotion because those products are effectively invisible or locked to them in the planning context.
This feature (Option C) perfectly isolates responsibilities while maintaining a single "SuperStore" account record, avoiding the complex data duplication suggested in Option A (creating different Sales Orgs/Divisions).

NEW QUESTION # 53
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