

# New AP-212 Test Answers - AP-212 Test Simulator Free

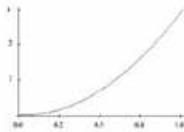
Test 2A

AP Statistics

Name: \_\_\_\_\_

**Part 1: Multiple Choice.** Circle the letter corresponding to the best answer.

1. The heights of American men aged 18 to 24 are approximately Normally distributed with a mean of 68 inches and a standard deviation of 2.5 inches. Only about 5% of young men have heights outside the range  
(a) 65.5 inches to 70.5 inches  
(b) 63 inches to 73 inches  
(c) 60.5 inches to 75.5 inches  
(d) 58 inches to 78 inches  
(e) none of the above
2. Use the information in the previous problem. About what percentage of the men are over 70.5 inches tall?  
(a) 2.5  
(b) 5  
(c) 16  
(d) 32  
(e) 68
3. For the density curve shown to the right, which statement is true?  
(a) The area under the curve between 0 and 1 is 1  
(b) The density curve is symmetric.  
(c) The density curve is skewed right.  
(d) The density curve is Normal.  
(e) None of the above is correct
4. For the density curve shown in Question 3, which statement is true?  
(a) The mean and median are equal  
(b) The mean is greater than the median  
(c) The mean is less than the median  
(d) The mean could be either greater than or less than the median  
(e) None of the above is correct
5. The area under the standard Normal curve corresponding to  $-0.3 < Z < 1.6$  is  
(a) 0.3273  
(b) 0.4713  
(c) 0.5631  
(d) 0.9542  
(e) none of the above



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## Salesforce Loyalty Management Accredited Professional Sample Questions (Q69-Q74):

### NEW QUESTION # 69

A company has recently rolled out a Loyalty Program with three tiers. The lowest tier is Silver, and the highest tier is Platinum. The company decided to offer Platinum members exclusive access to VIP events.

How should an Administrator configure the Loyalty Program for Platinum members?

- A. Set up Members "Exclusive Access to VIP Events" as a Voucher
- B. Set up Members "Exclusive Access to VIP Events" as a Member Promotion
- C. Set up Members "Exclusive Access to VIP Events" as a Loyalty Tier Benefit
- D. Set up Members "Exclusive Access to VIP Events" as a Transaction Journal

**Answer: C**

Explanation:

To offer Platinum members exclusive access to VIP events, an Administrator should Set up Members "Exclusive Access to VIP Events" as a Loyalty Tier Benefit (D). Configuring this exclusive access as a tier benefit specifically for Platinum members allows for clear differentiation of tiers and provides a compelling incentive for members to reach and maintain the Platinum tier. This setup ensures that the highest-tier members receive appropriate recognition and rewards, enhancing their loyalty and engagement with the program.

Options A (Voucher), B (Member Promotion), and C (Transaction Journal) do not accurately represent the method for providing exclusive event access as a distinct benefit of attaining the Platinum tier within a loyalty program.

### NEW QUESTION # 70

Northern Trail Outfitters, wants to implement its new Loyalty Program. The Chief Marketing Officer wants to offer the following benefits to customers:

- \* Award points to the customer that can be redeemed for products in the store
- \* Gamify customers that spend the most to receive exclusive benefits.

What three elements should the Administrator configure?

- A. Set up vouchers for specific products
- B. Set up promotions
- C. Set up a tier system based on a cumulative spending value
- D. Set up one qualifying currency and a non-qualifying currency
- E. Set up one qualifying currency

**Answer: B,C,E**

Explanation:

For Northern Trail Outfitters' Loyalty Program offering, the Administrator should configure:

- \* B: One qualifying currency to track points that can be redeemed for products.
- \* C: A tier system based on cumulative spending to gamify and reward top spenders with exclusive benefits.
- \* E: Promotions to create special offers or rewards that can enhance the Loyalty Program's appeal and engagement.

### NEW QUESTION # 71

Universal Containers (UC) plans to implement Loyalty Management and change its current strategy of giving benefits to all members equally. UC wants to use its Loyalty program to build a network of brand advocates-people who are willing to endorse the UC brand because of positive experiences.

Which three ways can Loyalty Management help to fulfill the new strategy?

- A. Maintain a Loyalty solution on separate systems (Loyalty Management for accruals and an External Analytics system) to ensure data integrity
- B. Define a transactional point-based program, in which one point is earn for every dollar spent
- C. Create a Loyalty program tier with member benefits to keep customers engaged.
- D. Issue tickets to a concert to any Loyalty member that posts a product review on social media
- E. Send promotions at the right time to the right program members using Salesforce CDP's market segmentation capabilities

**Answer: C,D,E**

Explanation:

Salesforce Loyalty Management can help Universal Containers build a network of brand advocates and fulfill their new strategy in

the following ways:

\* Send promotions at the right time to the right program members using Salesforce CDP's market segmentation capabilities (A): Leveraging CDP for segmentation allows for targeted communication and promotional offers, engaging members with personalized experiences that can foster brand advocacy.

\* Create a Loyalty program tier with member benefits to keep customers engaged (C): Implementing tiered loyalty programs with exclusive benefits can incentivize members to engage more deeply with the brand, earning rewards that make them more likely to advocate for the brand.

\* Issue tickets to a concert to any Loyalty member that posts a product review on social media (D): This approach directly engages members in brand advocacy by rewarding them for sharing their positive experiences on social media, effectively turning satisfied customers into vocal supporters.

Option B (Define a transactional point-based program) is a common loyalty program feature but does not directly contribute to building a network of brand advocates. Option E (Maintain a Loyalty solution on separate systems) does not specifically address the strategy of fostering brand advocacy through personalized experiences and engagement.

#### NEW QUESTION # 72

A company has an existing Loyalty Program. The Salesforce Administrator has been asked to automate the current redemption process for non-qualifying points based on the products, regions, available dates and tiers.

What task does the Administrator need to complete first to implement a decision table for the redemption process?

- A. Create an object with fields for storing redemption details
- B. Create a flow to confirm members have points to redeem
- C. Set the "Is Redeemable" flag on the Loyalty Program Currency
- D. Create a decision table with input & output values

#### Answer: A

Explanation:

To automate the current redemption process for non-qualifying points based on various criteria like products, regions, available dates, and tiers, the Administrator needs to first Create a decision table with input & output values (A). A decision table in Salesforce Loyalty Management allows for the specification of complex redemption rules and conditions in a structured format, making it the foundational step in automating the redemption process. This table will define how non-qualifying points can be redeemed under different scenarios, serving as the basis for the automated redemption logic.

#### NEW QUESTION # 73

Northern Trail Outfitters wants to show member information in its member portal hosted outside of Salesforce.

What is a prerequisite for using Loyalty APIs to fetch the member information?

- A. Create custom objects in Loyalty
- B. Create a Connected App in Platform
- C. Create customer integration code
- D. Create Data Processing jobs

#### Answer: B

Explanation:

For Northern Trail Outfitters to display member information in its external member portal, a crucial prerequisite is the creation of a Connected App in Salesforce Platform. This Connected App facilitates secure API access to Salesforce data, including Loyalty Management information, by providing an authentication and authorization framework.

By setting up a Connected App, Northern Trail Outfitters can establish a secure connection between its external member portal and Salesforce, enabling the retrieval of member information through Loyalty APIs.

This setup ensures that the external portal can access up-to-date loyalty data, such as member points, tier status, and transaction history, in a secure and controlled manner, enhancing the member experience outside of Salesforce.

#### NEW QUESTION # 74

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