

# AP-205 Study Demo | AP-205 Exam Actual Questions

## Soci 205 Exam 2 (Cohn) Questions with 100% correct

### Answers | 2024 Update

rural landlessness (Jeffrey Paige and reading) - Answer ✓✓-increases likelihood 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 be 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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## Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q12-Q17):

### NEW QUESTION # 12

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 two different product templates, each assigned to a different sales org to segment the categories.
- C. Use a sales org to define two different divisions and user settings to assign the categories required.

**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 utilize User Settings.

The User Settings in TPM allow you to map specific Product Categories to specific Users for specific Accounts.

\* 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 # 13

A key account manager (KAM) at Cloud Kicks wants to set up Customer Business Plans (CBPs) for a Planning Customer. The KAM wants to create a CBP for next year.

How should a consultant advise the KAM to set up the CBP?

- A. By specifying the Business Year
- B. By defining the Date From and number of month
- C. By specifying the Date From and Date Thru

**Answer: A**

Explanation:

Customer Business Plans (CBPs) in Consumer Goods Cloud are the high-level containers used for annual volume and financial planning. Unlike specific promotions which have granular start and end dates (e.g., "Jan 1st to Jan 14th"), a Customer Business Plan is structurally designed to cover a standard fiscal or calendar year.

The recommended and standard best practice for setting up a CBP is to link it to a Business Year.

When configuring the system, the administrator defines the Calendar and Business Years (e.g., 2024, 2025) in the master data. When a Key Account Manager (KAM) creates a new plan, they select the specific Year from a dropdown menu rather than manually entering a "Date From" and "Date Thru." This approach ensures data integrity and alignment with the corporate fiscal calendar. By selecting "Business Year: 2025," the system automatically understands the exact start and end dates based on the master calendar configuration (which might be Jan 1-Dec 31, or a fiscal offset like Oct 1-Sept 30). This prevents user error, such as a KAM accidentally creating a plan that runs for 13 months or starts on the wrong day of the week. It also facilitates "Year-over-Year" reporting, as the system can easily compare "CBP 2024" vs. "CBP 2025" because they are strictly defined by the Business Year object, ensuring that targets and baselines are aggregated into the correct annual buckets.

### NEW QUESTION # 14

Universal Containers is implementing Consumer Goods Cloud TPM and needs to onboard a new group of key account managers (KAMS).

What is the recommended approach for populating the KAMs' user data within Consumer Goods Cloud TPM?

- A. Use the Quick Start module within Consumer Goods Cloud TPM to quickly and efficiently create user records for the new group of KAMs.
- B. Upload a file to mass-create user records, assign the appropriate profile, permission sets, and user settings, and assign them to a sales org.
- C. Create a custom automation script to dynamically generate user records and assign the appropriate profiles and permission sets.

**Answer: B**

Explanation:

Onboarding a "new group" of users implies a bulk operation. In the Salesforce ecosystem, the standard best practice for bulk data creation is using Data Loader or the Import Wizard via File Upload (Option C).

For TPM specifically, setting up a user is not just about creating the User record. It requires:

\* User Record: Name, Email, Username.

\* Profile & Permission Sets: Assigning the "TPM User" license and specific permissions.

\* User Settings: (Critical for TPM) Assigning the user to a Sales Org and defining their Managed Accounts/Products.

Option C correctly identifies that all these steps can be handled by preparing a data file (CSV) and uploading it to mass-create and mass-assign these records. "Quick Start" (Option A) is typically for initial org setup, not ongoing user management. Custom scripts (Option B) are unnecessary technical debt when standard tools exist.

### NEW QUESTION # 15

A system administrator at Northern Trail Outfitters onboarded some new customers in the TPM org and created a new key performance indicator (KPI) set to do scenario planning for newly added customers. The system administrator configured the new KPI set in the promotion template and created new promotions using the same template. The system administrator also created new fields on the promotion and KPI maps to link the field on promotion with the KPIs stored in Consumer Goods Cloud Processing Service.

For which objects should the system administrator run Ad-Hoc Sync to see the scenario planning results immediately?

- A. KPI Map, Promotion Template, Customer Extension
- B. Account, Promotion Template, Customer Extension
- C. KPI Map, Promotion Template, Promotion

**Answer: C**

Explanation:

The Ad-Hoc Sync feature in Consumer Goods Cloud is a critical administrative tool used to push metadata and configuration changes to the Processing Service immediately, bypassing the standard nightly batch windows. This is essential during setup or debugging (like scenario planning configuration) to verify results instantly.

To determine which objects need syncing, analyze what was changed:

\* New Fields & Linking: The admin created fields and updated the KPI Map. The KPI Map tells the engine how to read/write data from Salesforce fields into the calculation grid. If this isn't synced, the engine won't know the new fields exist.

\* Configuration: The Promotion Template was modified to include the new KPI Set. The template is the blueprint; the engine needs this new blueprint to know which KPIs to display and calculate.

\* Transactional Data: Promotions were created using this template. For the scenario planning to work on these specific records, the promotion instances themselves must be recognized by the processing layer.

While "Customer Extension" (Option B/C) is important for account-level attributes, the scenario specifically highlights changes to the KPI definition, Template structure, and the Promotions themselves. Therefore, the set

{KPI Map, Promotion Template, Promotion} represents the specific metadata chain that must be refreshed for the calculation engine to correctly process the new scenario planning logic.

### NEW QUESTION # 16

Northern Trail Outfitters (NTO) wants to plan with Consumer Goods Cloud, not only standard products but also bill of materials (BOMs)/shippers. Some of NTO's BOMs can change the quantities of their components during their lifetime.

How should a consultant suggest handling the scenario where the quantity of one component is changing in a BOM?

- A. Update the quantity in the affected BOM relation object record between the BOM and the affected component with the new quantity, and update in this record the start date Valid From with the date of quantity change.
- B. Update the end date Valid Thru of the BOM relation object record between the BOM and the affected component with the date 1 day before the quantity change, and add a new BOM relation object record with the new quantity and Valid From

is the date of quantity change.

- C. Add an end date to the BOM product that is the date 1 day before the quantity change, and create a new BOM that is available on the date of quantity change and has the same components in the BOM relation object, but a new quantity for the affected component.

**Answer: B**

Explanation:

In Salesforce Consumer Goods Cloud TPM, Bill of Materials (BOM) or "Shippers" are handled through a relation object (often the Product Bill of Material or similar junction object) that links the parent BOM product to its component products. To maintain historical accuracy for past promotions while accommodating future changes (Slowly Changing Dimensions), you should not simply overwrite the existing record. Instead, the best practice is to "expire" the current relationship by setting the Valid Thru date to the day before the change. Then, create a new BOM relation record with the new quantity and a Valid From date starting on the day of the change. This ensures that calculations for historical promotions use the old quantity, while new promotions use the new quantity.

## NEW QUESTION # 17

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