

If you want to get a comprehensive idea about our real AP-205 study materials, you can free download the demos on our website. It is convenient for you to download the free demos of our AP-205 learning guide, all you need to do is just to find the "Download for free" item, and you will find there are three kinds of versions of AP-205 Learning Materials for you to choose from namely, PDF Version Demo, PC Test Engine and Online Test Engine, you can choose to download any one as you like.

Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q13-Q18):

NEW QUESTION # 13

Cloud Kicks is planning promotions for planning accounts, including different formats like Hypermarkets, Supermarkets, Convenience, and Online. To which object should the data of these formats be interfaced?

- A. Sub Account with timeframe Valid From and Valid Thru
- **B. Customer Relationship with Relationship Type Sub Account**
- C. Customer Trade Org Hierarchy with Relationship Type Sub Account

Answer: B

Explanation:

In the Consumer Goods Cloud data model, the concept of "Planning Accounts" (where the plan is created) often differs from the "Execution" or "Format" level (where the volume actually occurs). A retailer might be one Planning Customer (e.g., "Global Retailer Inc."), but they operate distinct store formats like

"Hypermarkets" and "Supermarkets" which have different performance characteristics.

To model this, Salesforce utilizes the Customer Relationship object. This object acts as a flexible connector that links the main Planning Account to the specific Format accounts (Sub-Accounts). The correct configuration involves setting the Relationship Type to "Sub Account".

This architecture allows the system to aggregate data. When a KAM plans a promotion for the main "Planning Account," the system needs to know which underlying stores or formats contribute to that volume. By interfacing the format data into the Customer Relationship object with the "Sub Account" type, the TPM calculation engine can automatically roll up historical data (baselines) from the Supermarkets and Hypermarkets to the Planning Account level. Conversely, it allows for planning at the format level if needed.

This is superior to using the standard Trade Org Hierarchy (Option A) for this specific use case because

"Formats" are often virtual or logical groupings that exist across standard geographic hierarchies, and the Customer Relationship object provides the necessary flexibility to map these many-to-many or specific one-to-many relationships without disrupting the primary sales organization tree.

NEW QUESTION # 14

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

Explanation:

To meet the requirement of showing "Promotion Total" values (aggregated scalars like Total ROI, Total Spend, or Total Uplift) rather than a time-series grid, the consultant should utilize the Scorecard component of the Real-Time Reporting (RTR) module.

* Scorecard RTR: This UI component is specifically designed to display single, high-level summary metrics (KPIs) in a card format. It is ideal for "at a glance" impact analysis.

* Configuration: The process involves:

* Flagging the necessary KPIs (e.g., Total Volume, ROI) as "Report Relevant" in the KPI Set configuration so they are exposed to the reporting layer.

* Adding these KPIs to the RTR Configuration JSON.

* Embedding this specific Scorecard component on the Promotion Record Page in Lightning App Builder.

* Why not Flatlist? A Flatlist (Option B) is typically used for tabular, time-phased data (e.g., a grid showing Volume Week 1, Week 2, Week 3). For a "Total Level" summary, a Flatlist is the wrong visualization tool.

NEW QUESTION # 15

A key account manager (KAM) for Northern Trail Outfitters utilizes real-time reporting (RTR) to report on key performance indicators (KPIs) and identify critical business metrics to create better informed decisions.

How should RTR support a KAM through the post event analysis phase?

- A. Using customized reports to help track payments and funds based on a promotion's execution
- **B. Using customized reports that help to evaluate the success of promotional events on product level**
- C. Using customized reports to monitor business development of competing brands' successes

Answer: B

Explanation:

Post-Event Analysis (PEA) is a critical phase in the Trade Promotion Management lifecycle where the KAM evaluates what happened after a promotion has concluded. The goal is to determine the Return on Investment (ROI) and effectiveness of the trade spend. Real-Time Reporting (RTR) in Salesforce Consumer Goods Cloud is specifically engineered to support this by providing granular, immediate visibility into performance metrics without requiring data warehouse extraction.

RTR supports PEA primarily by enabling the KAM to evaluate success at the Product Level (Option A).

Promotional success is rarely uniform; one flavor of a beverage might have sold out while another remained on the shelf. RTR allows the KAM to drill down into the "Actuals" (shipment or POS data imported from ERP) versus the "Plan" (forecasted volume) for every Stock Keeping Unit (SKU) involved in the event.

By using customized RTR views, the KAM can instantly see KPIs such as "Uplift Volume," "Incremental Revenue," and "Cost per Unit" for each specific product. This granular analysis is essential for future planning. If the analysis reveals that 1-Liter bottles had a negative ROI while 500ml bottles had a positive ROI, the KAM can adjust the product mix for the next promotion. Options B and C are less relevant to the core strength of RTR in this context; competitor data is often external and harder to track in real-time, and fund payments are typically handled in the Claims/Settlement module rather than the immediate operational reporting of promotional product performance.

NEW QUESTION # 16

A customer needs a solution to generate tactic product conditions in Consumer Goods Cloud and has asked a consultant to do a feasibility check.

What should the consultant advise the customer?

- A. Tactic product conditions can be generated on any product hierarchy level that the user chooses.
- **B. Tactic product conditions can be generated only at the available product level configured in the tactic template.**
- C. Tactic product conditions can be generated only at the lowest product level in the product hierarchy.

Answer: B

Explanation:

Tactic Product Conditions (TPCs) are the records generated by TPM to represent the "deal" in a way that can be executed—for example, a pricing condition record sent to an ERP to apply a 10% discount.

The generation of these conditions is not free-form; it is strictly governed by the configuration of the Tactic Template.

* Feasibility Constraint: You cannot simply choose to generate a condition at the "Brand" level if the Tactic was designed and configured to operate at the "SKU" level, or vice versa.

* Tactic Template Configuration: When setting up a Tactic Template (e.g., "Display - Gold"), the administrator defines the Product Level (e.g., Category, Brand, Product) at which this tactic operates.

The system relies on this configuration to know how to aggregate or split the data when generating the conditions.

Therefore, Option B is the correct advice. The system enforces the structure defined in the template. If the Tactic Template is configured for "Product Level" input, the conditions will be generated at the Product Level. If it is configured for "Category Level," the conditions will be generated at the Category Level. Option A is incorrect because the user cannot override the template configuration on the fly. Option C is incorrect because TPM supports conditions at higher levels (like Category) if the template is set up that way; it is not restricted only to the lowest level.

NEW QUESTION # 17

A client asks a consultant what will be the total value of Baseline key performance indicator (KPI) for Product A in a promotion that is valid from December 1 through December 15. The client and consultant are aware of what was sent from the external system that manages baselines and sends it to the Consumer Goods Cloud application. They observe that all weeks for the year where the promotion was created had a baseline of 70 for Product A. The consultant knows the application follows standard calendar weeks and there is no weekday share profile configured.

What is the total value of the baseline for the promotion period?

- A. 0
- B. 1
- C. 2

Answer: C

Explanation:

This question tests the understanding of Time Aggregation and Day Weighting logic within the TPM calculation engine.

Here are the variables:

* Promotion Duration: December 1 to December 15 = 15 Days.

* Baseline Input: 70 units per week.

* Weekday Share Profile: None configured.

In Consumer Goods Cloud TPM, if no specific "Weekday Share Profile" (or "Day Weighting") is applied, the system defaults to a linear, even distribution of volume across the week.

* Calculate Daily Average: A standard week has 7 days. If the weekly baseline is 70, the daily baseline is $70 / 7 = 10$ units per day.

* Calculate Promotion Total: The promotion runs for 15 days.

* Calculation: $10 \text{ units/day} \times 15 \text{ days} = 150 \text{ units}$.

If the system had used a specific profile (e.g., "High Weekend Sales"), the math would differ based on how many Saturdays/Sundays fell within the Dec 1-15 window. However, with "no weekday share profile," the linear calculation applies.

Option B (140) would imply exactly two weeks (14 days), but the period is 15 days.

Option A (100) is incorrect. Thus, 150 is the correct calculated baseline volume.

NEW QUESTION # 18

.....

We guarantee that this study material will prove enough to prepare successfully for the AP-205 examination. If you prepare with our Consumer Goods Cloud: Trade Promotion Management Accredited Professional AP-205 actual dumps, we ensure that you will become capable to crack the Salesforce AP-205 test within a few days. This has helped hundreds of Salesforce AP-205 Exam candidates. Applicants who have used our Salesforce AP-205 valid dumps are now certified. If you also want to pass the test on your first sitting, use our Salesforce AP-205 updated dumps.

AP-205 Test Papers: <https://www.actual4exams.com/AP-205-valid-dump.html>

We keep updating our AP-205 Test Papers - Consumer Goods Cloud: Trade Promotion Management Accredited Professional dumps according to real exam, We all know that it is of great important to pass the AP-205 exam and get the certification for someone who wants to find a good job in internet area, And all the warm feedback from our clients proved our strength, you can totally rely on us with our Salesforce AP-205 practice quiz, Our AP-205 Test Papers exam question is widely known throughout the education market.

Dealing with software makes me think of dogs in a dog park, Find AP-205 something you as a designer are excited about, begins Meier, We keep updating our Consumer Goods Cloud: Trade Promotion Management Accredited Professional dumps according to real exam.

We all know that it is of great important to pass the AP-205 Exam and get the certification for someone who wants to find a good job in internet area, And all the warm feedback from our clients proved our strength, you can totally rely on us with our Salesforce AP-205 practice quiz!

Salesforce AP-205 Valid Test Cram: Consumer Goods Cloud: Trade Promotion Management Accredited Professional - Actual4Exams Products Prepare for your Exam in Short Time

Our Consumer Goods Cloud exam question is widely known throughout the education market, We will provide the free update of our AP-205 study engine until you pass your exam successfully!

- 2026 Accurate 100% Free AP-205 – 100% Free Valid Test Cram | Consumer Goods Cloud: Trade Promotion Management Accredited Professional Test Papers Easily obtain free download of AP-205 by searching on www.exam4labs.com AP-205 Exam Materials
- AP-205 Exam Testking Practice Test AP-205 Pdf Exam AP-205 Demo Open [www.pdfvce.com] and search for 《 AP-205 》 to download exam materials for free Technical AP-205 Training
- New APP AP-205 Simulations Latest AP-205 Test Dumps New APP AP-205 Simulations Easily obtain free download of AP-205 by searching on www.prepawayexam.com AP-205 Valid Test Tutorial
- Quiz 2026 Salesforce Trustable AP-205 Valid Test Cram Simply search for AP-205 for free download on www.pdfvce.com AP-205 Pdf Version
- 2026 AP-205: Useful Consumer Goods Cloud: Trade Promotion Management Accredited Professional Valid Test Cram Open website www.pdfdumps.com and search for “ AP-205 ” for free download AP-205 Pdf Version
- Salesforce AP-205 All-in-One Exam Guide Practice for AP-205 exam success Go to website { www.pdfvce.com } open and search for AP-205 to download for free AP-205 Valid Test Online
- AP-205 New Dumps Ppt Exam AP-205 Experience AP-205 New Dumps Ppt Search for AP-205 and download it for free on (www.exam4labs.com) website Test AP-205 Engine
- AP-205 Valid Test Tutorial New APP AP-205 Simulations AP-205 New Dumps Ppt Search for AP-205 and easily obtain a free download on www.pdfvce.com Technical AP-205 Training
- AP-205 Reliable Exam Camp Latest AP-205 Test Guide New AP-205 Test Labs Search for AP-205 and easily obtain a free download on www.prepawaypdf.com Test AP-205 Engine
- AP-205 exam torrent - AP-205 reliable study vce - AP-205 test dumps The page for free download of AP-205 on [www.pdfvce.com] will open immediately AP-205 Valid Test Online
- AP-205 exam torrent - AP-205 reliable study vce - AP-205 test dumps Simply search for AP-205 for free download on www.practicevce.com AP-205 Exam Materials
- writeablog.net, wjhsd.instructure.com, willysforsale.com, www.stes.tyc.edu.tw, premiumads.co.zw, www.flirtic.com, medlinleeder865.blogspot.com, digilearn.co.zw, ahc.itexxiahosting.com, www.flirtic.com, Disposable vapes

What's more, part of that Actual4Exams AP-205 dumps now are free: https://drive.google.com/open?id=1ZO3HNgA4_kHFSB5CLXZ16HMifo_UVodD