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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q24-Q29):

NEW QUESTION # 24
Which setting does a consultant need to activate to ensure that every time a claim is set to submitted for approval, an automated process checks if at least one fund is linked to the claim?

- A. The Requires Funds setting on the approval process

- B. The Enable Tactic Auto Fund Assignment on the sales org
- C. The Requires Funds setting on the claim template

Answer: C

Explanation:
Claims Management involves validating that a deduction or invoice is valid before paying it. A critical validation rule is ensuring that the money is coming from somewhere-i.e., a Fund.
This validation logic is controlled by theClaim Template. The Claim Template acts as the blueprint for the claim document. It contains a specific checkbox or setting called"Requires Funds"(Option C).
* When this is enabled, the system enforces a hard validation: a user cannot change the status to "Submitted" (or advance the workflow) unless a Fund record is associated with the Claim.
* Option A ("Auto Fund Assignment") is an automation feature tofinda fund, not a validation rule tocheck for one.
* Option B is incorrect because Approval Processes triggeraftersubmission logic; the validation typically happens on the record state transition controlled by the template6.

NEW QUESTION # 25
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.

Answer: B

Explanation:
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 simplynot seeany 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.

NEW QUESTION # 26
Northern Trail Outfitters (NTO) wants to run a promotion on its products at a specific retailer, which sells through more than 20 direct stores and chain of outlets..
What should a consultant recommend using to represent the relationship between retailer stores and its outlet chains, in NTO's Consumer Goods Cloud TPM system?

- A. Customer Hierarchy
- B. Customer subaccounts
- C. Customer Sets

Answer: A

Explanation:
In Salesforce Consumer Goods Cloud, the Customer Trade Org Hierarchy is the foundational structure used to model the commercial relationships between accounts. This hierarchy is designed to handle the standard parent-child relationships found in retail, such as a Headquarters (Parent) governing multiple regional divisions, which in turn govern individual Stores or Outlets

(Children).
When NTO needs to run a promotion that targets a retailer and trickles down to its 20+ direct stores and outlets, theCustomer Hierarchyis the native mechanism to represent this. By setting up the Stores as child accounts of the Retailer Chain account in the hierarchy:
* Data Aggregation:Sales volume and trade spend can automatically roll up from the stores to the chain level.
* Promotion Push: A promotion planned at the Chain level can be automatically pushed or made applicable to the underlying stores.
"Customer Sets" (Option C) are typically used for grouping disparate, unrelated accounts for a specific promotion (e.g., "All Gas Stations in Florida"), whereas the retailer-to-store relationship is a permanent structural relationship best modeled by the standard Hierarchy.

NEW QUESTION # 27
A client wants to have an extra column to enter a fixed amount in a promotion. The column needs to be added next to the Planned Fixed Spend calculation. A consultant already created the new key performance indicator (KPI) definition and adjusted the proper KPI set.
Which additional configuration does the consultant need to do to make the column available on the promotion?

- A. Assign the VPC subset to the new KPI definition.
- B. Assign the SPC subset to the new KPI definition.
- C. Assign the tactic subset to the new KPI definition.

Answer: B

Explanation:
In the TPM User Interface, the Promotion P&L is divided into distinct sections known as "Cards" to organize the massive amount of data. The two primary cards are the Volume Planning Card (VPC) and the Spend Planning Card (SPC).
* VPC (Volume Planning Card):Contains metrics related to quantities, such as Baseline Volume, Uplift Volume, and Total Volume.
* SPC (Spend Planning Card):Contains financial metrics, such as Fixed Fees, Variable Spend, ROI, and Margins.
The requirement is to add a column for a "fixed amount" next to "Planned Fixed Spend." Since "Fixed Spend" is a financial/monetary metric, it resides within theSpend Planning Card. Creating the KPI definition is only the first step. To make that KPI visible on the UI, it must be assigned to the correctKPI Subset. The KPI Subset effectively acts as a filter or a view controller. If you create a financial KPI but do not assign it to the SPC Subset(Option B), it will exist in the system but will remain invisible to the KAM on the promotion screen. Option A is incorrect because the VPC is for volume, not spend. Option C is incorrect because "tactic subset" generally refers to the configuration of the tactic list itself, not the financial grid columns.

NEW QUESTION # 28
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 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.
- B. 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.
- C. 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.

Answer: B

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 theRTR ConfigurationJSON.
* Embedding this specific Scorecard component on thePromotion Record Pagein Lightning App Builder.

* Why not Flatlist?AFlatlist(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 # 29

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