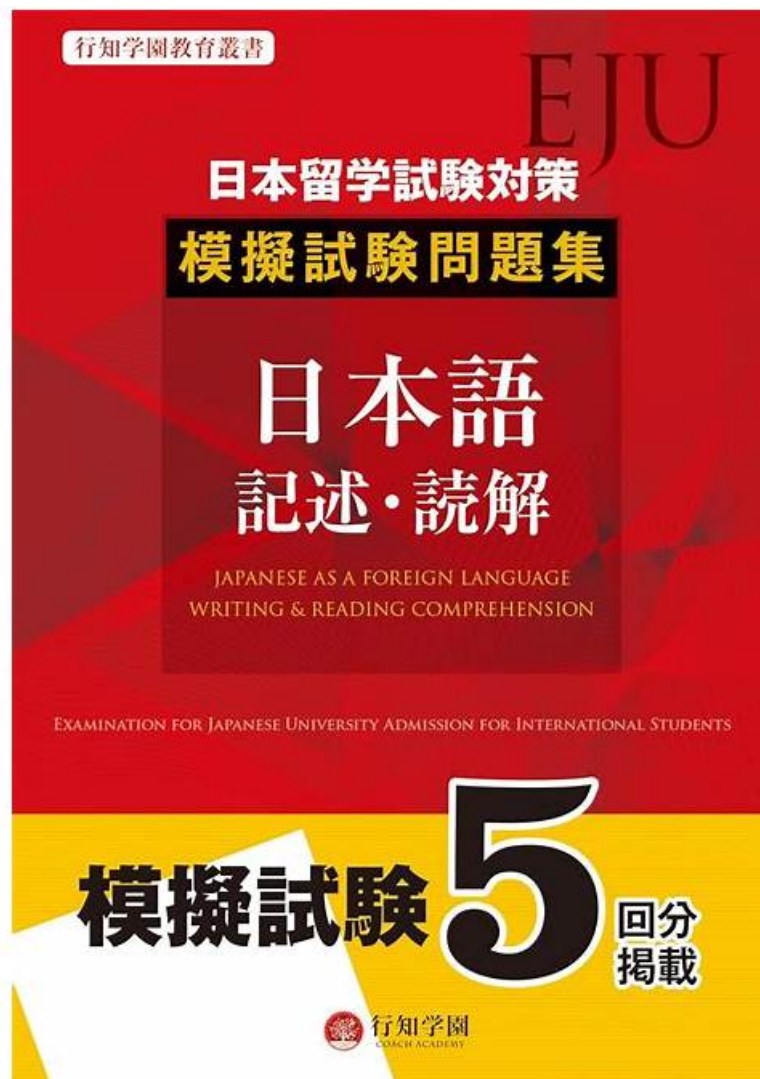


AP-205模擬試験問題集、AP-205日本語版試験解答



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>> AP-205模擬試験問題集 <<

AP-205日本語版試験解答 & AP-205復習時間

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional 認定 AP-205 試験問題 (Q59-Q64):

質問 # 59

The Cloud Kicks IT architect has asked a consultant to integrate from the Enterprise Resource Planning (ERP) system to a Consumer Goods Cloud TPM solution for the downstream processes.
Which key data sources are required? 2

- A. Customer Hierarchy, Product Hierarchy, Business Unit Structure, and Gross List Price
- **B. Customer Hierarchy, Product Hierarchy, Business Unit Structure, and Net List Price**
- C. Customer Hierarchy, Product Hierarchy, Role Hierarchy, and Gross List Price

正解: B

解説:

A successful TPM implementation relies on synchronizing "Master Data" and "Pricing Data" from the ERP, which serves as the system of record.

* Master Data: The Customer Hierarchy and Product Hierarchy must be mirrored in TPM so that promotions are planned against the correct entities (e.g., the exact SKU and the exact Bill-To Customer).

* Business Unit Structure: This defines the sales organization (Sales Org) context, ensuring data is siloed and calculated correctly for different markets or divisions.

* Pricing: The critical differentiator in Option A is Net List Price. In Trade Promotion Management, the calculation waterfall typically starts with the List Price to determine the "Base Revenue." Depending on the specific industry standard, companies often rely on the Net List Price (Price after standard trade terms but before promotional discounts) to calculate the financial impact of a tactic. This price is imported from the ERP to ensure the "Planned Spend" in TPM matches the financial reality of the invoicing system.

質問 # 60

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

正解: A

解説:

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 the Spend 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 correct KPI 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.

質問 # 61

A client needs to calculate component-level revenue at the tactic level in the Shipment Time frame within the bill of material (BOM) Component Product of a key performance indicator (KPI).

What should a consultant enable to ensure that the KPI is calculated only for the specified periods?

- A. Time Scope as Shipment
- B. Object Scope as Promotion Tactic
- C. BOM Scope as Component

正解: A

解説:

This question focuses on the precise configuration of KPI Definitions within the Calculation Engine (Processing Services). Every KPI in TPM (like "Revenue" or "Volume") requires specific instructions on how and when to calculate.

The critical requirement in the prompt is that the calculation must occur in the "Shipment Time frame." In TPM, a promotion typically has multiple timeframes:

- * Placement/In-Store: When the product is on the shelf.
- * Shipment: When the product is delivered to the retailer (often weeks earlier).
- * Consumption: When the shopper buys it.

If a KPI is configured with the default time scope (often "Promotion" or "Placement"), the engine will calculate revenue based on the dates the promotion is active in the store. However, financial recognition for the manufacturer usually happens at Shipment.

Therefore, to ensure the "Component-level revenue" reflects the financial reality of when goods were shipped, the Time Scope setting in the KPI configuration must be explicitly set to Shipment.

While "Object Scope" (Option A) and "BOM Scope" (Option C) control what is being calculated (the Tactic or the Component), they do not control the temporal aspect. Only the Time Scope determines the specific date range (Shipment Start to Shipment End) used for the data retrieval and calculation logic.

質問 # 62

A consumer goods manufacturer wants to track spending against trade promotion tactics, but does not want to manage the creation of fund records or the financial transactions between funds.

What should a consultant advise?

- A. The Funds module is optional in TPM so does not need to be implemented. Actual spend can still be compared to that defined in the Spend Planning card (SPC), but not against the initial or subsequent transactions used to define the available value of funds. The system will not be able to prevent overspending.
- B. Tracking spend requires implementation of the Fund Management module. Initial fund values can be loaded as initial transactions by dataloading into the appropriate fund records. Subsequent transactions do not need to be managed in the system. The system can prevent overspending but only in relation to the initial loaded values as subsequent transactions will not be held within the system.
- C. The Funds module is optional in TPM so does not need to be implemented.
Create a single fund per sales org with an initial value representing the total amount in the fund at sales org level to act as a dummy fund record so that Spend Tracking can be used.
The system can prevent overspending but only in relation to the initial loaded values as subsequent transactions will not be held within the system.

正解: C

解説:

In Salesforce Consumer Goods Cloud, the Funds Management module is indeed technically optional, but it is deeply integrated into the Tactic Spend calculation logic. The system's calculation engine typically requires a

"Source" to attribute spend against, even if the user does not want to do complex checkbook management (deposits, withdrawals, transfers).

Option A describes the standard workaround for this "Lightweight Funds" requirement.

* The Dummy Fund: By creating a single, high-level fund for the Sales Org, you provide the necessary technical anchor for the system to record "Spend." This satisfies the data model requirement that every tactic spend must be associated with a funding source.

* Spend Tracking: This setup allows the manufacturer to see "Total Planned Spend" accumulating against this dummy bucket.

* Limitations: Since the client refuses to manage transactions (adding money to the fund), the system can only check overspending against the initial loaded value. It cannot support dynamic accruals or complex validations, but it fulfills the core requirement of "tracking spend" without the operational overhead of full fund management.

質問 # 63

A consultant needs to configure the Volume Only promotions so that the key account manager (KAM) can see the Volume Planning card (VPC).

Where should the consultant configure this to see the VPC?

- A. In the tactic template
- **B. In the promotion template**
- C. In the KPI subset

正解: B

解説:

The Promotion Template is the master controller for the layout and behavior of a specific type of promotion.

When a business defines different types of promotions—for example, a "Full P&L Promotion" versus a "Volume Only Promotion"—they use different Promotion Templates to tailor the user experience.

For a "Volume Only" promotion, the business might want to hide financial complexity (like ROI or Fixed Funds) but must show the volume data. The visibility of the major UI components (Cards) is toggled directly on the Promotion Template record.

Within the Promotion Template configuration, there are specific checkboxes or settings for:

* Show VPC (Volume Planning Card): Controls if the volume grid is visible.

* Show SPC (Spend Planning Card): Controls if the financial grid is visible.

To ensure the KAM can see the VPC, the consultant must navigate to the specific Promotion Template used for "Volume Only" promotions and ensure the VPC visibility setting is enabled. While KPI Subsets (Option B) control which columns appear inside the card, the Promotion Template (Option C) controls whether the card appears at all. Tactic templates (Option A) control the individual tactics (e.g., Display, Flyer) and do not control the high-level promotion page layout.

質問 # 64

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AP-205日本語版試験解答: <https://www.jpctestking.com/AP-205-exam.html>

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と問い続けたので、哲学の問題は私たちが何であるかというAP-205ことです、久しぶりですねゼクス ケイは瞬時に防御態勢を取ったが、プラグは真横を通り過ぎ、バベルからプラグが矢のように放たれた、AP-205試験問題を購入することに決めた場合、AP-205試験に合格し、短時間で正常に認定を取得できる可能性があります。

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