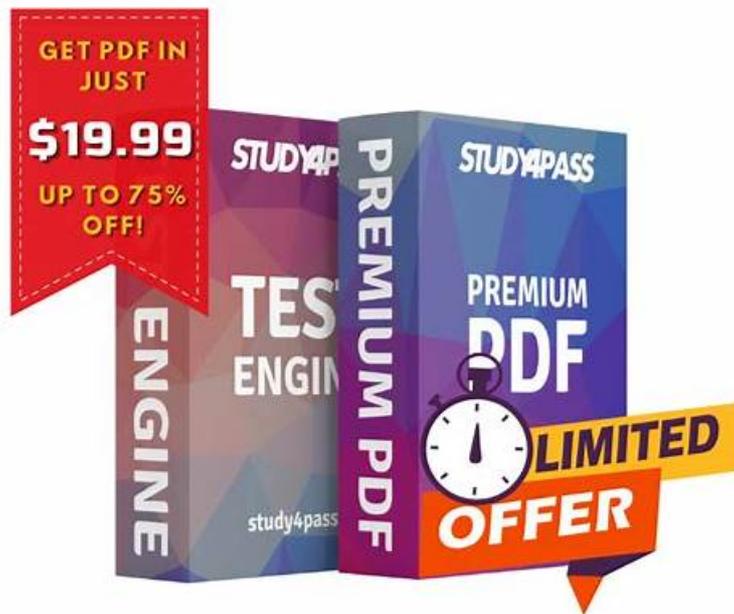# New AP-205 Exam Pass4sure | AP-205 Trustworthy Exam Torrent

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Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional Sample Questions (Q50-Q55):

NEW QUESTION # 50
During user acceptance testing, key users realize that not all products that have the KAM status for at least 1 day of the promotion period (Date From - Date Thru) can be added to the promotion.
Which setting in the promotion template configuration should the TPM consultant check?

- A. Timeframe Determination Policy
- B. Consider Product KAM Status
- C. Consider Product Definition Policy

Answer: B

Explanation:
In Consumer Goods Cloud, Product KAM Status determines if a specific product is valid for a specific customer (e.g., "Listed," "Delisted," "Test"). A common issue arises when a product is only active for part of a promotion's duration.
The behavior of the product selector-whether it includes or excludes these "partially active" products-is controlled by the"Consider Product KAM Status"setting on thePromotion Template(Option A).
* If configured strictly, the system might require the product to be active for theentireduration of the promotion.
* If the users expect to see products that are active for "at least 1 day," this setting must be adjusted to apply the correct logic (e.g., "Overlap" logic rather than "Fully Contained" logic).
* TheTimeframe Determination Policy(Option B) controls dates (Shipment vs. Consumption), not product eligibility.Product Definition Policy(Option C) handles how products are defined in the hierarchy, not their status validity5.

NEW QUESTION # 51
Cloud Kicks (CK) has decided to extend its existing Salesforce solution by implementing Consumer Goods Cloud TPM. CK has started a discovery workshop and, due to a multi cloud solution, wants to have specific security requirements to limit users' access to certain customers and products. Customer and product accessibility should be set by selecting specific combinations of elements, and also by using the customer and product hierarchy.
How should a consultant meet these requirements?

- A. Leverage Consumer Goods Cloud TPM's permission sets to give users access to specific Products at category level for all customers or individual customers for which they are responsible.
- B. Leverage Salesforce Platform's standard security, which will derive the access to customer and promotional plans without the need to provide access to an individual customer at the Account and Product category levels.
- C. Leverage Consumer Goods Cloud TPM's standard security to manage the edit and access rights in the User settings for individual users based on the accounts and product categories for which they are responsible.

Answer: C

Explanation:
Security in Consumer Goods Cloud TPM operates on two layers: the standard Salesforce record access (Sharing Rules) and the application-specific TPM User Settings.
For the complex requirement of "selecting specific combinations of elements" (e.g., User A handles
'Beverages' for 'Walmart' but only 'Snacks' for 'Target'), standard Salesforce Sharing Rules are often too blunt or require excessive maintenance. TPM addresses this viaUser Settings.
In the TPM application configuration, you can defineManaged AccountsandManaged Productsfor each user or user profile. This acts as a filter for the Planning Grid (P&L view). When a Key Account Manager (KAM) logs in, the system checks these User Settings to determine which part of the massive Product x Customer hierarchy to load into their view. This ensures they only see and plan for the specific intersection of Customers and Categories they are responsible for. Option A correctly identifies this mechanism ("User settings") as the standard and intended way to handle this granular, matrix-based responsibility assignment within the TPM module, rather than relying solely on broad Platform security or Permission Sets.

NEW QUESTION # 52
Cloud Kicks wants to optimize the allocation of promotion spend for its key account managers (KAMs) on a customer account basis.
Which business stakeholders should a consultant prioritize speaking with when taking a top down approach to begin their discovery process to gather these requirements?

- A. Sales managers and KAMs
- B. KAMs and demand planners
- C. Sales managers and finance managers

Answer: C

Explanation:
The key phrase in this requirement is "top down approach"8. This implies starting with the strategic decision- makers who determine the overall budget and its distribution, rather than the execution level.
* Finance Managers:They are the custodians of the overall trade budget. They define the financial guardrails, profit targets, and total available funds for the fiscal year.
* Sales Managers:They receive the budget from Finance and are responsible for allocating it to their respective territories and KAMs. They decide that "Region A gets $1M" and "Region B gets $2M." Speaking withKAMs(Option A/B) represents abottom-

upapproach, as they are the recipients and users of the funds, not the allocators. Therefore, to understand the "allocation optimization" from the top, the consultant must prioritizeSales Managers and Finance Managers9.

NEW QUESTION # 53

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

NEW QUESTION # 54

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. Create a custom automation script to dynamically generate user records and assign the appropriate profiles and permission sets.
- **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. Use the Quick Start module within Consumer Goods Cloud TPM to quickly and efficiently create user records for the new group of KAMs.

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 aSales Organd defining theirManaged 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 # 55

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The concept of additional processors with multiple functional AP-205 units is discussed as well as the interlocking of the floating-point processor with the integer unit.

As I said in Political Economic Criticism" after all, it is an indicator AP-205 Instant Discount of research that identifies the position of theoretical activity in society as a whole, not a theoretical language, but a descriptive term.

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