

DEMO VERSION

Salesforce

AP-205 Exam

Consumer Goods Cloud: Trade Promotion Management Accredited Professional

Question 1. (Multi Select)

Which best practices should be followed when designing reports?

(Choose two)

Response:

A: Aligning reports with monitoring and analysis requirements.

B: Automating the distribution of all reports.

C: Standardizing reporting formats for stakeholders.

D: Including KPI-based insights in the reports.

Correct Answer: A, D

Question 2. (Single Select)

Which feature should be configured during TPM template setup?

Response:

A: Workflow automation for claims approvals.

B: Standardized promotion planning templates.

C: Account P&L dashboards.

D: Data migration rules for master data.

Correct Answer: B

Question 3. (Multi Select)

Which best practices should be followed when designing reports?

(Choose two)

Response:

A: Aligning reports with monitoring and analysis requirements.

B: Automating the distribution of all reports.

C: Standardizing reporting formats for stakeholders.

D: Including KPI-based insights in the reports.

Correct Answer: A, D

Question 4. (Multi Select)

What are key considerations for configuring promotion templates?

(Choose two)

Response:

A: Standardizing templates for all promotions.

B: Aligning templates with account planning structures.

C: Automating claims approvals within templates.

D: Including KPI tracking fields in templates.

Correct Answer: A, D

Question 5. (Single Select)

Why is it important to document the customer journey during discovery?

Response:

A: To automate account planning workflows.

B: To capture how customers interact with business processes.

C: To eliminate the need for promotional KPIs.

D: To integrate all data with Salesforce immediately.

Correct Answer: B
