



# Salesforce

AP-205 Exam

Consumer Goods Cloud: Trade Promotion Management Accredited  
Professional

Exam Latest Version: 6.0

## DEMO Version

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### Question 1. (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 2. (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 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:

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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**



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