vmexam.com
#1 Cloud and VM Certification Guide

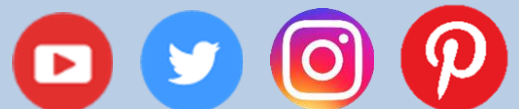# Salesforce Consumer Goods Cloud Trade Promotion Management

**Salesforce Consumer Goods Cloud Trade Promotion Management Certification Questions & Answers**

## Get Instant Access to Vital Exam Acing Materials | Study Guide | Sample Questions | Practice Test

**CONSUMER GOODS CLOUD TRADE PROMOTION MANAGEMENT**

[Salesforce Consumer Goods Cloud Trade Promotion Management Accredited Professional](#)

62 Questions Exam – 66% Cut Score – Duration of 75 minutes

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# Discover More about the Consumer Goods Cloud Trade Promotion Management Certification

Are you interested in passing the Salesforce Consumer Goods Cloud Trade Promotion Management exam? First discover, who benefits from the Consumer Goods Cloud Trade Promotion Management certification. The Consumer Goods Cloud Trade Promotion Management is suitable for a candidate if he wants to learn about Salesforce Accredited Professional. Passing the Consumer Goods Cloud Trade Promotion Management exam earns you the Salesforce Consumer Goods Cloud Trade Promotion Management Accredited Professional title.

While preparing for the Consumer Goods Cloud Trade Promotion Management exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The Consumer Goods Cloud Trade Promotion Management PDF contains some of the most valuable preparation tips and the details and instant access to useful Consumer Goods Cloud Trade Promotion Management study materials **just at one click**.

# Salesforce Consumer Goods Cloud Trade Promotion Management Certification Details:

| Exam Name | Salesforce Consumer Goods Cloud Trade Promotion Management Accredited Professional |
|---|---|
| Exam Code | Consumer Goods Cloud Trade Promotion Management |
| Exam Price | Registration fee: USD 150<br>Retake fee: USD 150 |
| Duration | 75 minutes |
| Number of Questions | 62 |
| Passing Score | 66% |
| Recommended Training / Books | **Consumer Goods Cloud TPM Learning Content** |
| Schedule Exam | **Kryterion Webassessor** |
| Sample Questions | **Salesforce Consumer Goods Cloud Trade Promotion Management Sample Questions** |
| Recommended Practice | **Salesforce Consumer Goods Cloud Trade Promotion Management Accredited Professional Practice Test** |

# Consumer Goods Cloud Trade Promotion Management Syllabus:

| Section | Objectives | Weight |
|---------|-----------|--------|
| **Discovery** | - Given use cases of a customer, rationalize the use of Consumer Goods Cloud and TPM for their environment.<br>- Given high-level business requirements, use the TPM lifecycle to conduct discovery interviews.<br>- Given the wider enterprise landscape, understand the main functional capabilities of each component and map to either TPM or third-party systems.<br>- Given the specific customer requirements, understand the business processes to document the customer journey.<br>- Given the need to balance usability, performance, and scalability, identify the volumetric info to ensure non-func' requirements are captured<br>- Given that each step in the business process involves different data and functionality, gather information to identify functional requirements.<br>- Given the customer technology landscape and environment, leverage product and platform best practices to gather technical requirements. | **32%** |
| **Design** | - Given business requirements and integration information, use best practices for architecture design to plan the master data design for the project.<br>- Given the customer's strategic planning process and areas of focus, design the optimum KPI structure using standard KPI capabilities.<br>- Given the customer's approach to funds management, use standard capabilities to design the funds management solution.<br>- Given the customer's planning metrics using the account and product hierarchy, set up the account planning solution.<br>- Given the customer's Go-To-Market approach, use the | **36%** |

| Section | Objectives | Weight |
|---------|-----------|--------|
| | promotion standard functionality to define the promotion planning structures.<br>- Given the customer's understanding of promotion execution, use KPIs, Claims, and Account P&L capabilities to design the solution.<br>- Given the customer's monitoring and analysis requirements, determine the appropriate report to design.<br>- Given a draft of the solution design, validate and confirm the design priorities with the key stakeholders to ensure accuracy.<br>- Given specific business planning processes, determine how to set up customer business plans.<br>- Given the customer's strategic objectives, define promotion tactics using the TPM building blocks. | |
| **Implement** | - Given the need for a Consumer Goods TPM solution, rationalize the licensing needs to install the CGG package with pre/post installation steps.<br>- Given the project lifecycle requirements of the CGG solution, establish a deployment strategy that accounts for sequential migration steps.<br>- Given the approved solution design, configure the TPM settings to account for foundational Consumer Goods Cloud environment setup.<br>- Given the approved solution design, configure the promotion templates.<br>- Given the approved solution design, configure the TPM templates.<br>- Given the approved master data design, configure the data model to prepare for master data setup.<br>- Given the approved solution design, configure the various TPM modules.<br>- Given the approved solution design, configure the various KPIs.<br>- Given the approved solution design, configure the | 32% |

| Section | Objectives | Weight |
|---------|-----------|--------|
|  | process workflows to cater to business processes and automation requirements.<br>- Given the approved data migration design, populate Salesforce Consumer Goods Cloud data.<br>- Given the approved data migration design, populate the Consumer Goods Cloud processing service data. |  |

# Broaden Your Knowledge with Salesforce Consumer Goods Cloud Trade Promotion Management Sample Questions:

## Question: 1

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

- 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.

**Answer: b**

## Question: 2

What should you focus on during discovery interviews with a new client?

- a) Understanding the client's business processes and pain points
- b) Identifying third-party systems to decommission.
- c) Implementing TPM configurations during the interview.
- d) Ensuring that all stakeholders have Salesforce accounts.

**Answer: a**

## Question: 3

What is the role of claims in TPM workflows?

- a) To validate promotion execution and fund utilization.
- b) To automate the fund approval process.
- c) To track KPI performance for promotional campaigns.
- d) To standardize product pricing for promotions.

**Answer: a**

## Question: 4

What is the significance of volumetric information during discovery?

- a) It identifies the sales trends across different accounts.
- b) It ensures the solution can handle expected data loads.
- c) It defines the hierarchy for product and account structures.
- d) It optimizes the Go-To-Market strategy.

**Answer: b**

## Question: 5

Which feature is critical for aligning promotion planning with strategic objectives?

- a) Claims processing.
- b) KPI-based analysis.
- c) Workflow automation.
- d) Data migration templates.

**Answer: b**

## Question: 6

Which component of the TPM lifecycle is critical for gathering functional requirements?

- a) Implementation
- b) Planning
- c) Discovery
- d) Deployment

**Answer: c**

## Question: 7

When assessing a customer's enterprise landscape, what should you identify?

- a) The total number of Salesforce licenses required.
- b) Product pricing strategies across different regions.
- c) Functional components that can be managed by TPM or third-party systems.
- d) The approval process for promotional claims.

**Answer: c**

## Question: 8

How should account planning solutions be structured in TPM?

a) Limited to static planning models for simplicity.
b) Using only out-of-the-box templates.
c) Focused solely on high-priority accounts.
d) Based on the account and product hierarchy.

**Answer: d**

## Question: 9

Why is validation of the draft solution design with stakeholders important?

a) To eliminate the need for future updates.
b) To finalize automation workflows.
c) To identify gaps and refine priorities.
d) To simplify data migration efforts.

**Answer: c**

## Question: 10

During discovery, which step ensures that scalability needs are addressed?

a) Gathering volumetric information related to data size and processing loads.
b) Reviewing the customer's existing hardware infrastructure.
c) Implementing trial promotion workflows.
d) Automating claims processing templates.

**Answer: a**

# Avail the Study Guide to Pass Salesforce Consumer Goods Cloud Trade Promotion Management Exam:

● Find out about the Consumer Goods Cloud Trade Promotion Management syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.

● Once you are done exploring the **Consumer Goods Cloud Trade Promotion Management syllabus**, it is time to plan for studying and

covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.

- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.

- The candidate should not miss out on the scope to learn from the Consumer Goods Cloud Trade Promotion Management training. Joining the Salesforce provided training for Consumer Goods Cloud Trade Promotion Management exam helps a candidate to strengthen his practical knowledge base from the certification.

- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the **Consumer Goods Cloud Trade Promotion Management sample questions** and boost your knowledge

- Make yourself a pro through online practicing the syllabus topics. Consumer Goods Cloud Trade Promotion Management practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

## Career Benefits:

- Passing the Consumer Goods Cloud Trade Promotion Management exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

# Here Is the Trusted Practice Test for the Consumer Goods Cloud Trade Promotion Management Certification

VMExam.Com is here with all the necessary details regarding the Consumer Goods Cloud Trade Promotion Management exam. We provide authentic practice tests for the Consumer Goods Cloud Trade Promotion Management exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on VMExam.Com for rigorous, unlimited two-month attempts on the **Consumer Goods Cloud Trade Promotion Management practice tests**, and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Salesforce Consumer Goods Cloud Trade Promotion Management Accredited Professional.

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