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Question: 1

What is the significance of volumetric information during discovery?
Response:

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: 2

What is the role of claims in TPM workflows?
Response:

A. To automate the fund approval process.
B. To validate promotion execution and fund utilization.
C. To track KPI performance for promotional campaigns.
D. To standardize product pricing for promotions.

Answer: B

Question: 3

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

A. To identify gaps and refine priorities.
B. To finalize automation workflows.
C. To eliminate the need for future updates.
D. To simplify data migration efforts.

Answer: A

Question: 4

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.

Answer: B

Question: 5

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

A. The total number of Salesforce licenses required.
B. Functional components that can be managed by TPM or third-party systems.
C. Product pricing strategies across different regions.
D. The approval process for promotional claims.

Answer: B

Question: 6

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

A. Discovery
B. Planning
C. Implementation
D. Deployment

Answer: A

Question: 7

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

A. Claims processing.
B. KPI-based analysis.

C. Workflow automation.
D. Data migration templates.

Answer: B

Question: 8

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

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

Question: 9

How should account planning solutions be structured in TPM?
Response:

A. Based on the account and product hierarchy.
B. Using only out-of-the-box templates.
C. Focused solely on high-priority accounts.
D. Limited to static planning models for simplicity.

Answer: A

Question: 10

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

A. Ensuring that all stakeholders have Salesforce accounts.
B. Understanding the client's business processes and pain points.
C. Implementing TPM configurations during the interview.
D. Identifying third-party systems to decommission.

Answer: B

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