

Consumer-Goods-Cloud-Accredited-Professional最新考題和最新的Salesforce認證培訓 - Salesforce Consumer Goods Cloud Accredited Professional



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Salesforce Consumer-Goods-Cloud-Accredited-Professional 考試大綱：

主題	簡介
主題 1	Analytics: In this topic, the Salesforce Consumer Goods Cloud Consultant must show proficiency in using analytics to extract actionable insights from sales data. Sub-topics include creating and interpreting dashboards to evaluate team performance, store performance, and product performance, driving informed decisions.
主題 2	Visit Planning: This topic measures the Salesforce Consumer Goods Cloud Consultant's ability to utilize analytics for smart visit planning, ensuring effective scheduling and routing. Skills in leveraging tools like Einstein Vision for merchandising compliance checks are critical to demonstrate optimization of field operations.
主題 3	Integrations: This topic examines the consultant's expertise in integrating Consumer Goods Cloud with other Salesforce products and external systems. The focus is on managing data flow between systems to support seamless sales processes, demonstrating operational efficiency.
主題 4	Platform: This topic tests familiarity with Salesforce platform features relevant to Consumer Goods Cloud, focusing on mobile capabilities that enhance field operations. The Salesforce Consumer Goods Cloud Consultant must understand platform functionalities that optimize user experience and support operational efficiency.

>> Consumer-Goods-Cloud-Accredited-Professional最新考題 <<

Consumer-Goods-Cloud-Accredited-Professional學習筆記 & Consumer-Goods-Cloud-Accredited-Professional參考資料

很多考生都是因為 Salesforce Consumer-Goods-Cloud-Accredited-Professional 考試失敗了，對任何考試都提不起任何興趣，專業從事最新 Salesforce Consumer-Goods-Cloud-Accredited-Professional 認證考題編定的 Consumer-Goods-Cloud-Accredited-Professional 考題幫助很多考生擺脫 Consumer-Goods-Cloud-Accredited-Professional 考試不能順利過關的挫敗心理。Consumer-Goods-Cloud-Accredited-Professional 擬真試題已經被很多考生使用，並且得到了眾多的好評。因為該考題具備了覆蓋率很高，能夠消除考生對考試的疑慮；貼心服務，讓考生安心輕鬆通過考試，責任心強，把考生通過考試當作自己的事情來對待！

最新的 Consumer Goods Cloud Consumer-Goods-Cloud-Accredited-Professional 免費考試真題 (Q107-Q112):

問題 #107

Which two standard capabilities are available when executing a promotion check in the field?

- A. Marking the promotion as complete
- B. Changing the discounts on the products included in the promotion
- C. Taking a photo of the promotion
- D. Viewing which products are included in the protection
- E. Changing the promotion planning dates

答案: C,D

問題 #108

Which of the following are supported KPI Type values for Retail Store KPI records?

- A. Price
- B. Revenue
- C. Facing
- D. Promotion
- E. Units

答案: A,B,C

問題 #109

Which field is required for setting up Retail Store KPIs?

- A. Promotions
- B. KPI Type
- C. Effective to
- D. Retail Store Group

答案: B

解題說明:

KPI Type is a required field for setting up Retail Store KPIs. Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. The KPI Type defines the type of metric that is being measured, such as share of shelf, out of stock, or promotion compliance. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30.

問題 #110

ABC Telecom wishes to offer certain offers to retain its outgoing customers. They would like to give pricing adjustments across the catalog. They also want their agents to have the ability to give runtime adjustments and wish to have the approval process defined around the same.

Which feature should the Consultant suggest to address the above requirements?

- A. Discounts
- B. Adjustments using Context rules
- C. Promotions

- D. Customizations using CPQ Hooks

答案： A

解題說明：

In Salesforce Industries (formerly Vlocity) environments-especially relevant for Telecom, Media, and Energy-scenarios involving runtime price changes, agent-driven adjustments, and approval workflows are handled through Discounts, not Promotions or Context Rules. Discounts are specifically designed to allow flexible, rule-driven, and approval-controlled adjustments across the catalog, making them ideal when a company wants to equip call-center or retention agents with the ability to negotiate offers with outgoing customers.

Salesforce's public guidance explains that Discounts support both manual and automated application methods. Administrators can enable runtime/manual discounts, specify discount types (percentage or fixed amount), and attach approval rules via the Industries Pricing Compliance framework. These can be targeted across the entire product catalog, specific product hierarchies, or only selected offers. This aligns perfectly with ABC Telecom's requirement to apply pricing adjustments across the catalog and allow agents to make on-the-spot price changes.

While Promotions are useful for predefined marketing offers, they do not support agent-driven runtime flexibility. Context Rules automate pricing logic but do not provide agent-level manual control. CPQ Hooks require custom development and are not intended for business-driven discounting workflows.

Therefore, Discounts are the recommended and Salesforce-aligned feature for agent-controlled runtime adjustments, catalog-wide applicability, and approval process integration, exactly matching the needs of a telecom retention team.

問題 #111

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Assessment Indicator Definition
- B. Retail Store KPI
- C. Delivery Tasks
- D. Assessment Task Definition

答案： A

解題說明：

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

問題 #112

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