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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q102-Q107):

NEW QUESTION # 102

For flow based tasks, which two statement are correct?

- A. A Retail Store KPI is always needed and is passed to the flow in the variable Retail Store KPI.
- B. Assessment Task IDs and Visit IDs are passed to the flow in a flow task.
- C. Flow based tasks should never be used for tasks that require a Retail Visit KPI.
- D. Retail Store KPIs are not needed, as long as an Assessment Indicator Definition is available within the flow to create the Retail Visit D KPI.
- E. Retail Visit KPIs always need a corresponding Retail Store KPI.

Answer: A,B

NEW QUESTION # 103

Sales Reps in the field are reporting that no surveys are available when they try to complete a visit survey on their mobile devices. What are two explanations for this?

- A. The rep is missing the Create Surveys permission
- B. A related survey invitation has not been generated
- C. The Salesforce admin has not created and activated a Salesforce survey
- D. The Retail Execution Survey Lighting Flow has not been action
- E. A custom Assessment Task definition has not been created

Answer: B,C

Explanation:

Two explanations for why no surveys are available when field reps try to complete a visit survey on their mobile devices are:

- * The Salesforce admin has not created and activated a Salesforce survey. A Salesforce survey is a questionnaire that can be sent to customers or contacts to collect feedback. The admin needs to create and activate a survey before it can be used in an in-store survey task.
- * A related survey invitation has not been generated. A survey invitation is an object that represents an invitation to take a survey. A survey invitation needs to be generated and associated with the visit, the retail store, or the store primary contact before it can be displayed in an in-store survey task. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 104

Which permission set allows end-users to leverage the Einstein Visit Recommendation feature in Consumer Goods Cloud?

- A. Tableau CRM Plus User
- B. Action Plans
- C. Retail Execution Lightning Plus
- D. Tableau CRM Plus Admin
- E. Lightning Direct Store Delivery

Answer: A

NEW QUESTION # 105

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

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

Answer: A,C,E

NEW QUESTION # 106

Which statement is true about action plan templates?

- A. Action plan templates can have multiple orders and delivery tasks
- B. Action plan templates are ready to use after saving
- C. Action plan templates are not extensible through Apex
- D. Action plan templates can have multiple planogram, inventory and promotion checks

Answer: D

Explanation:

Action plan templates can have multiple planogram, inventory and promotion checks, which are predefined tasks that can be assigned to field reps to perform during their store visits. These tasks help to ensure compliance and optimize product placement and availability. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 26-27.

NEW QUESTION # 107

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