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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q12-Q17):

NEW QUESTION # 12
Which three standard components are available for Assessment Task record pages when configuring Consumer Goods Cloud app screens?

- A. In Store Products
- B. Promotion Details
- C. Inventory Check
- D. Promotion List
- E. Cart Review

Answer: B,C,D

Explanation:
These components provide comprehensive information about promotions and inventory, vital for effective retail execution.

NEW QUESTION # 13
A communications company wants to improve their quote-to-order journey experience. The journey has several steps, which include selecting products and services, and integration with the inventory system for device reservation. They want to create a modern, multi-channel experience.
What approach should a Consultant take during planning to ensure optimal development and time to market?

- A. UX experience is the most important. Fully design and validate the UX before designing the integration step.
- B. Knowing the exact data exchanged in integration is an input to the UX design. Detailed design of the integration step is required before UX design can start.
- C. Plan for three user stories running in parallel: UX Design, Device Reservation API, and Inventory System Integration. UX only requires the API information to be complete.
- D. Plan for three user stories running sequentially: UX Design first, Device Reservation API second, and Inventory System Integration last.

Answer: C

Explanation:
In Salesforce Industries (Vlocity) project methodology, an optimal quote-to-order implementation requires parallel workstreams, especially when designing multi-channel digital experiences that rely on backend APIs such as inventory reservation or device allocation. Public Salesforce implementation practices emphasize that UX design should begin early and only needs high-level API contracts, not full backend development, to progress. This is because modern telecom journeys-product selection, service configuration, device reservation, and inventory validation-depend on microservices exposed through TMF-style APIs or custom integration layers.
Salesforce recommends decomposing work into parallel user stories to accelerate time to market:
UX Design → Driven by user flows, wireframes, and component behavior
Device Reservation API → Defines the interface and payload shapes
Inventory System Integration → Implements backend orchestration
This approach enables the UX team to build using mocked or stubbed APIs, ensuring that design decisions aren't delayed while backend services are still being implemented. This directly aligns with option D, which reflects Salesforce's agile implementation strategy.
Options A and B incorrectly assume UX must wait for full integration design, which slows delivery. Option C suggests sequential workstreams, which Salesforce explicitly discourages due to increased cycle time.

Thus, D is the best match.

NEW QUESTION # 14

GreenTech, a Consumer Goods company wants to sell new products in a particular retail store Which Tableau CRM dashboard should they use to find opportunities to sell new products in a retail store location

- A. Sales Manager- Territory Performance
- B. White Space Analysis
- C. Account Insight
- D. Sales Rep Performance

Answer: A

NEW QUESTION # 15

Which three dashboards are natively available with Tableau CRM for Consumer Goods Cloud?

- A. Product Performance
- B. Store Insights
- C. Inventory Performance
- D. Sales Rep Performance
- E. Category Insights

Answer: B,D,E

Explanation:
These dashboards provide comprehensive insights into various aspects of consumer goods operations, from category performance to individual sales rep and store analyses.

NEW QUESTION # 16

Feedback from their Sales Agents about their current legacy system's quoting and order capture flows:
They often need to refer back to their training documentation for routine customer requests They are able to handle the majority of customer requests themselves despite current challenges Routine customer requests require many clicks and they want the new system to focus on user experience One of the common MACD transactions is to increase the quantity of the assets.
What approach should a Consultant recommend for designing the quoting and order capture flows in Communications Cloud to alleviate the agents' feedback while minimizing implementation efforts?

- A. Leverage OmniScripts for all use cases to minimize the training effort for the Sales Agents
- B. Build a custom CPQ Cart using FlexCards and LWC to align to the legacy system's UI
- C. Leverage the CPQ Cart for all cases to minimize the implementation effort
- D. Leverage guided selling OmniScripts for common use cases, and the CPQ Cart for other use cases

Answer: D

Explanation:
Feedback from sales agents indicates:
Need fewer clicks
Need guided flows for routine transactions
Already comfortable handling most requests
Want reduced training effort
Salesforce recommends a hybrid UX approach:
✔ Use Guided Selling OmniScripts for common tasks
OmniScripts allow:
Streamlined clicks
Step-by-step guidance
Embedded rules
Lower training impact
Perfect for frequent MACD tasks (e.g., updating quantities)
✔ Use CPQ Cart for all remaining flexible or complex cases

CPQ Cart already supports full quoting, attribute changes, and line-level updates. Using it avoids unnecessary customizations.

Why not the others:

A (Custom LWC Cart) → High effort, not needed.

B (Use OmniScript for all) → Overkill; many use cases require standard Cart capabilities.

C (Use Cart for all) → Does not solve agent frustrations or reduce clicks/training.

NEW QUESTION # 17

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