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

### NEW QUESTION # 12

Which two levels can promotions be defined within the Consumer Goods Cloud?

- A. Product Category
- B. Account

- C. Retail Store
- **D. Product**
- E. Retail Store Group

**Answer: A,D**

#### NEW QUESTION # 13

For an Enterprise Sales Management quoting journey for fixed-line products for an enterprise customer, United Telecom needs to have a feasibility check for the requested product for desired locations.

Which of the following features can meet the requirement?

- **A. Location Based Feasibility**
- B. Product Availability Rules
- C. Location Based Serviceability
- D. Product Eligibility Rules

**Answer: A**

Explanation:

Enterprise Sales Management (ESM) for B2B telecom includes Location-Based Feasibility (LBF), which checks whether a product (e.g., fiber, Ethernet access, MPLS, DIA) is technically feasible at a given customer location or site. This is a standard requirement in enterprise fixed-line quoting.

LBF provides:

Real-time or batch feasibility lookup

Integration with GIS, network inventory, or legacy feasibility engines

Support for multi-site enterprise quoting

Feasibility responses (yes/no/conditional)

Auto-blocking non-feasible service requests

Location-Based Serviceability (A) is used in B2C broadband/mass-market sales, not complex enterprise quoting. Product Availability (C) and Eligibility Rules (D) control catalog eligibility, pricing, or contract conditions, not technical feasibility.

#### NEW QUESTION # 14

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The tester did not have the Lightning Retail Execution Plus Permission Set added
- B. The tester is outside the geofence for the store
- **C. The tester did not have the lightning direct store delivery Permission Set added**
- D. The KPIs are too extreme and causing the system to fail

**Answer: C**

#### NEW QUESTION # 15

Which KPIs can be derived using Planogram detection?

- A. Out of Stock, Shelf Size, SKU Facings
- **B. Out of Stock, Share of Shelf, SKU Facings**
- C. Out of Stock, Shelf Size, Brand Facings
- D. Out of Stock, Share of Shelf, Brand Facings

**Answer: B**

Explanation:

Out of Stock, Share of Shelf, and SKU Facings are three KPIs that can be derived using Planogram detection.

A Planogram is a visual representation of how products should be arranged on a shelf. Planogram detection is a feature that uses Einstein Vision to compare the actual shelf image with the expected planogram image and calculate metrics such as:

\* Out of Stock, which measures the percentage of products that are missing from the shelf.

\* Share of Shelf, which measures the percentage of space occupied by a product or brand on a shelf.

\* SKU Facings, which measures the number of times a product SKU is visible on a shelf. Verified References: [Salesforce

#### NEW QUESTION # 16

An ABC Telecom customer ordered an internet bundle along with a router in their first order. At a later date, the customer ordered another internet bundle. Their existing router supports all services.

What should be the scope of the technical product so that the decomposition process generates fulfillment request lines (FRL) based on the existing inventory item?

- A. Top Order Item Scope
- B. Downstream Order Item Scope
- **C. Account Scope**
- D. Order Item Scope

**Answer: C**

Explanation:

In Salesforce Industries Order Management, the scope of a technical product determines how decomposition looks for existing assets or inventory items. When a customer already owns a device (such as a router) and later orders a new service that can reuse the same hardware, the decomposition engine must search across the customer's inventory at the account level, not the original order item or the top-level order item.

Public Salesforce Order Management documentation explains that Account Scope is used when the fulfillment system needs to evaluate inventory or assets that the customer already owns—for example, routers, ONTs, set-top boxes, SIM cards, or any CPE device. By setting the technical product to Account Scope, the decomposition engine checks the customer's entire installed base and finds the matching item, allowing it to generate the correct Fulfillment Request Lines (FRLs) without creating duplicates.

Other options do not support the scenario:

Order Item Scope and Top Order Item Scope only look at items within the current order and would not detect previously fulfilled devices.

Downstream Order Item Scope evaluates child order items but still only within that transaction.

Thus, only Account Scope ensures that the decomposition process properly references existing inventory and reuses the router rather than provisioning a new one, which is exactly what the scenario requires.

#### NEW QUESTION # 17

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That is, I take them as hearsay and not fact, Another common approach when using Consumer-Goods-Cloud-Accredited-Professional routed events relies on the possibility of installing an event handler on a container when two or more controls inside it are able to fire the same event.

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