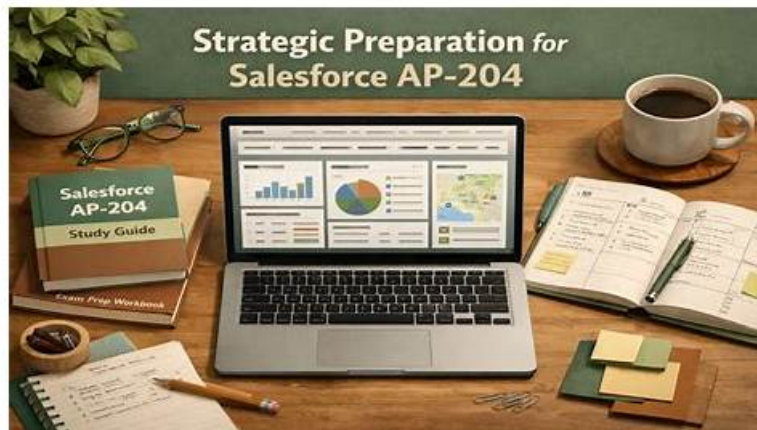


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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q34-Q39):

### NEW QUESTION # 34

Which object is exclusively available to users in setup to perform direct store delivery?

- A. Shipment
- B. ProductTransfer
- C. Order
- D. Delivery Task

**Answer: A**

Explanation:

The Shipment object is specifically designed for managing direct store delivery processes, tracking the movement of goods from distribution to retail locations.

### NEW QUESTION # 35

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

**Answer: D**

Explanation:

White Space Analysis is a Tableau CRM dashboard that shows opportunities to sell new products in a retail store location. It analyzes the sales performance and product distribution across different stores and segments, and identifies gaps or white spaces where new products can be introduced or existing products can be expanded. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

### NEW QUESTION # 36

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

**Answer: B**

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 # 37

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

**Answer: D**

Explanation:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery

Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

### NEW QUESTION # 38

Which step is required to link an Action Plan to a Visit record?

- A. Create an Action Plan Template by specifying Visit' as the target object and publish it.
- B. Create an Action Plan based on the template where the template owners are the Sales Reps.
- C. Activate the Visit to generate Action Plan Tasks.
- D. Activate the Action Plan.

**Answer: A**

Explanation:

To link an Action Plan to a Visit record, the first step is to create an Action Plan Template by specifying Visit' as the target object and publish it. An Action Plan Template is a template that defines the tasks and steps for an action plan. An action plan is a set of tasks that need to be completed for a specific purpose or goal. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. By specifying Visit as the target object, the Action Plan Template can be linked to any visit record that matches the criteria defined in the template. By publishing the template, the Action Plan Template becomes available for use. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

### NEW QUESTION # 39

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