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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q13-Q18):

NEW QUESTION # 13

Which two of the following allows a Consumer Goods Cloud user to review the vision detection accuracy?

- A. Shelf Metrics
- B. Planogram Metrics
- C. Model Metrics
- D. Goods Metrics
- E. Object Metrics

Answer: A,C

Explanation:

Shelf Metrics allow a user to review the vision detection accuracy by comparing the actual shelf image with the expected planogram image. Model Metrics allow a user to review the vision detection accuracy by showing the confidence score and the number of detections for each object in the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 14

Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

- A. Real-time Traffic-based Routing
- B. Gantt-chart Routing
- C. Visit Windows
- D. Visit Prioritization
- E. Constraint based Routing

Answer: A,B,E

NEW QUESTION # 15

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

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

Answer: A,D

Explanation:

A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store. When executing a promotion check in the field, two standard capabilities are available: viewing which products are included in the promotion and taking a photo of the promotion. These capabilities help to ensure compliance and capture evidence of promotional execution. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

NEW QUESTION # 16

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

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

Answer: C

Explanation:

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.

NEW QUESTION # 17

Northern Trail Outfitters (NTO) has a 7-tier product hierarchy that they use to track products in their Enterprise Resource Planning (ERP) platform. Assuming this functionality is available in the Consumer Goods Cloud, what should a consultant at NTO determine which tier of data contains the information required to set up products in Consumer Goods Cloud INTO wishes to measure share-of-shelf?

- A. Which tier has the data you trust most?
- B. There is no need to ask a question choose level 7
- **C. Which tier describes stock keeping units (SKL)?**
- D. What tier has data describing the product with?

Answer: C

NEW QUESTION # 18

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