

Free PDF 2026 Salesforce Efficient AP-204: Consumer Goods Cloud Accredited Professional Actual Braindumps



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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q76-Q81):

NEW QUESTION # 76

How is a promotion linked to a Retail Store?

- A. Through a related list on the Retail Store Group object
- B. Through an account associated with the Retail Store
- C. Through a Promotion Channel record
- D. Through a Promotion Delivery Method

Answer: C

Explanation:

Promotions are linked to Retail Stores through Promotion Channel records, which define the connection and details of the promotional activities.

NEW QUESTION # 77

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

Answer: A,B

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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 78

Which three statements are Correct about Store Products?

- A. Store Products drive the order capture functionality.
- B. Store Products are automatically When shipment related tasks are completed
- C. Store Products are required for Inventory Check Task to work
- D. Store products are required for Promotion check task to work
- E. Store Products are required to search and scan functionality in the Inventory Check Task

Answer: C,D,E

Explanation:

Store Products are integral to various tasks in Consumer Goods Cloud, including inventory and promotion checks, as well as search and scan functionalities.

NEW QUESTION # 79

Product managers requested to make a brand new product available for the initial sale by account executives in Industries CPQ and support order fulfillment.

What are the two scope items to be included in the following sprints to meet the requirements?

- A. OmniScript for Guided Selling Process
- B. Orchestration Process for MACD
- C. Product Model
- D. Decomposition Relationships

Answer: C,D

Explanation:

To make a brand-new product available for Industries CPQ initial sale and support order fulfillment, two major work items must be completed:

B . Decomposition Relationships

These define how the commercial product breaks into technical products required for fulfillment. Without decomposition, Order Management cannot generate Fulfillment Request Lines.

D . Product Model

The product must be fully modeled in the Enterprise Product Catalog (EPC):

Product Spec

Attributes

Prices

Cardinality

Bundles

Incorrect options:

A . OmniScript is optional; CPQ can still operate via the Cart without custom OmniScripts.

C . MACD Orchestration is not needed for initial sale; only fulfillment of new orders is required at launch

NEW QUESTION # 80

ABC Telecom uses Communications Cloud while its distributors use their own CRM system. ABC Telecom wants to share product catalog information, including technical descriptions of products from ABC Telecom's Communications Cloud. Distributors can then use this information to set up their own CRM product catalog.

What should a Consultant suggest as a starting point for this integration?

- A. Use Object REST APIs to retrieve data from Product2 Object.
- **B. Use Enterprise Product Catalog REST APIs to retrieve product specifications and product offerings.**
- C. Use productized TM Forum 620 Catalog Open APIs to retrieve product specifications and product offerings.
- D. Use CPQ API getCartProducts to create a cart and retrieve product specifications and product offerings.

Answer: B

Explanation:

In Communications Cloud, the single source of truth for commercial and technical products is the Enterprise Product Catalog (EPC). For external systems-like distributors' CRMs-to consume product specifications, offerings, attributes, technical details, and bundled components, Salesforce provides EPC REST APIs.

These APIs expose:

Product Offerings

Product Specifications

Commercial & technical attributes

Prices (optional depending on configuration)

Relationships and hierarchies

They are designed explicitly for external catalog synchronization, making them the ideal starting point for distributors to pull up-to-date product definitions.

Why others are incorrect:

A (Product2 APIs): Product2 is not used for Communications Cloud catalog; EPC uses Vlocity EPC objects.

B (TMF620): Salesforce EPC is not natively TMF620 compliant. TMF620 requires a mediation layer; using EPC APIs directly is the recommended starting point.

D (getCartProducts): CPQ APIs require a cart context and do not expose full catalog specs.

NEW QUESTION # 81

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