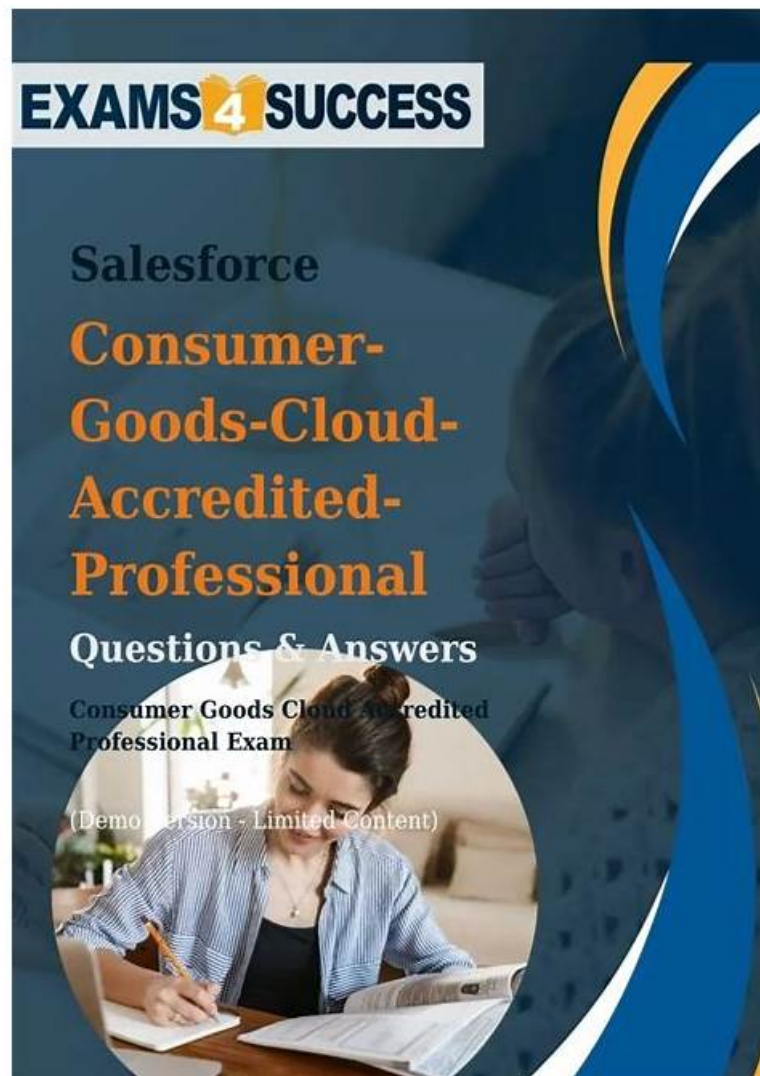


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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q95-Q100):

NEW QUESTION # 95

Universal Containers (UC) is a Communications Service Provider using Communications Cloud. They have completed testing the data migration by successfully loading the full data set into a Full Copy sandbox with no errors. They are now ready for the load into production.

What are two actions a Consultant should recommend once the load is completed in production?

- A. Validate that the resulting volumes in production match expectations, and spot check records for individual correctness.
- B. Inform the business that the data migration is complete as any potential errors were resolved in development and testing.
- C. Analyze and resolve any errors that were encountered and perform an additional data load for any failed records.
- D. Raise a Salesforce support case to retrieve a data load report to summarize the data load.

Answer: A,C

Explanation:

Once a production data load is completed in Communications Cloud, Salesforce's public data-migration and go-live readiness recommendations emphasize two mandatory activities: (1) remediation of failed records, and (2) validation of loaded data. These activities ensure that production contains a complete, accurate, and trusted data set before the system is opened to business users.

Option B - Analyze and resolve any errors and re-load failed records

Even if a full-data migration completed successfully in a Full Copy sandbox, the production environment may still produce new failures due to data differences, unexpected validation rules, org-specific automation, or sequence dependencies. Salesforce migration best practices require analyzing the error logs generated by Data Loader, Bulk API, or middleware, correcting failed data, and performing targeted reloads. No migration is considered complete until every failed record has been addressed. This is a standard post-migration requirement in Communications Cloud given the volume and interdependencies between Accounts, Subscriptions, Service Accounts, Billing Accounts, Premises, Assets, Orders, and Fulfillment objects.

Option D - Validate volumes and spot-check correctness

After the load finishes, the consultant must validate that record counts in production exactly match expected totals from source systems, including number of Accounts, Billing Accounts, Service Accounts, Subscriptions, Premises, and Assets. Salesforce also recommends targeted spot checks-opening individual customer records, ensuring relationships are correct, asset hierarchies are intact, and subscription data is consistent. This ensures data integrity before cutover and user access.

Incorrect options:

A - Salesforce does not provide a data load report via support case; all logs come from the tools used during migration.

C - You cannot assume "all errors were resolved earlier." Every production load must be validated, and new issues frequently occur during the final cutover.

Therefore, the correct post-production-load actions are B and D.

NEW QUESTION # 96

Which option can be performed by using salesforce Maps with Consumer Goods Cloud?

- A. View map images on mobile devices even when GPS is not enabled
- B. Update with Google Maps Static API on a single address
- C. Create layers of Retail Stores

- **D. Optimize visit sequence in real time automatically during a Field Rep's Day**

Answer: D

Explanation:

Salesforce Maps integrated with Consumer Goods Cloud allows the creation of layers of Retail Stores, aiding in geographical and spatial analysis for field operations.

NEW QUESTION # 97

Northern Trail Outfitters(NTO) places a high value on understanding how their end capes are performing. What should be recommended to NTO to ensure they can capture this data?

- **A. Make In-Store locations as a record type on the Retail Store Object to capture the KPIs**
- B. Make a separate set of KPIs specifically for capturing the endcap In-Store Location
- C. Make In-Store Locations as a record page on the In-Store Location Object to capture the KPIs
- D. Make a Custom object for In-Store location on the Retail Store Object to capture KPIs

Answer: A

NEW QUESTION # 98

Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

- A. Category Manager
- **B. Sales Manager**
- C. Store Manager
- D. Divisional Manager

Answer: B

Explanation:

A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified

Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

NEW QUESTION # 99

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

- **A. Shipment**
- B. Order
- C. Product Transfer
- 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 # 100

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