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Salesforce Consumer Goods Cloud Accredited Professional exam is a certification program designed for professionals in the consumer goods industry. Salesforce Consumer Goods Cloud Accredited Professional certification is awarded to individuals who have demonstrated their knowledge and skills in implementing and using Salesforce Consumer Goods Cloud. Consumer Goods Cloud is a specialized Salesforce product that helps consumer goods companies manage their sales and distribution processes more efficiently.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q56-Q61):

NEW QUESTION # 56

Which two standard fields on the Retail Store KPI object are required when doing an inventory check?

- A. Custom Context
- B. Inventory Count
- C. Retail Store Group

- D. KPI Type
- E. Assessment Indicator Definition

Answer: C,E

NEW QUESTION # 57

Which statement is true about action plan templates?

- A. Action plan templates can have multiple planogram, inventory and promotion checks
- B. Action plan templates are ready to use after saving
- C. Action plan templates can have multiple orders and delivery tasks
- D. Action plan templates are not extensible through Apex

Answer: D

NEW QUESTION # 58

Which KPIs can be derived using Planogram detection?

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

Answer: A

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 Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 59

ABC Telecom offers advanced B2B connectivity products to companies with multiple service accounts, hundreds of quotes, and an average of 1,000 line items per quote.

Which application suite supports this scenario?

- A. Subscriber Lifecycle Management
- B. Advertising Sales Management
- C. Enterprise Sales Management
- D. Mobile Subscription Management

Answer: C

Explanation:

In Salesforce Industries (formerly Vlocity), large-scale B2B quoting scenarios-especially those involving multiple service accounts, hundreds of simultaneous quotes, and high-volume line-item configurations-are supported by the Enterprise Sales Management (ESM) application suite. Public Salesforce Industries resources describe ESM as the solution specifically engineered for complex B2B sales cycles, high-volume quoting, and enterprise-level product configuration.

ESM extends the functionality of Industries CPQ to support "high-line-item quoting environments," allowing sales teams to manage thousands of products, hierarchical product bundles, account-specific pricing, and approval workflows. It is optimized for organizations selling advanced connectivity solutions, WAN, MPLS, SD-WAN, Dedicated Internet, and other enterprise-grade telecom services-exactly the type of offerings ABC Telecom delivers.

Salesforce's public feature descriptions highlight that ESM supports:

Large quoting volumes (hundreds of quotes per customer)

Complex commercial hierarchies (B2B enterprise accounts with multiple service locations) Scalable CPQ performance for 1,000+

line items Enterprise contract, pricing, and proposal workflows Multi-site, multi-service configuration Other choices do not fit:
Advertising Sales Management focuses on media/advertising inventory buys.
Mobile Subscription Management is for B2C mobile postpaid/prepaid subscriptions.
Subscriber Lifecycle Management manages consumer subscriber journeys, not enterprise B2B quoting.
Thus, for ABC Telecom's enterprise customer scenario with large, complex quotes, Enterprise Sales Management is the correct and Salesforce-aligned solution.

NEW QUESTION # 60

Universal Connect (UC) offers business internet to its customers. UC has two requirements: their business internet offers must be by region to provide competitive prices in each region, and customers must be able to see pricing before adding the product to the Industries CPQ cart.

What are two ways a consultant can meet the business requirements?

- A. Add an Attribute to define the region on the business internet offers and use the Attribute-based Pricing Matrix.
- **B. Create multiple Price List Entries associated with Context Rules per region.**
- C. Create Promotions associated with Context Rules per region.
- **D. Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region.**

Answer: B,D

Explanation:

To meet the requirements of offering regional pricing and ensuring customers can see the correct price before adding the product to the cart (i.e., while browsing the catalog), the solution must rely on Context Rules that evaluate the customer's profile (Region) prior to product configuration.

B . Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region:

In Salesforce Industries (Communications Cloud) CPQ, Price Lists are the primary container for prices. You can create specific price lists for each region (e.g., "New York Price List," "Texas Price List") and use Context Rules to automatically assign the correct price list to the user's session based on their Account or Quote details (Region).

Because the Price List is selected before the product is viewed, the catalog automatically displays the price entries from that specific regional list, satisfying the visibility requirement.

D . Create multiple Price List Entries associated with Context Rules per region:

Alternatively, you can use a single global Price List but create multiple Price List Entries (PLEs) for the same "Business Internet" product (e.g., one entry for \$50, another for \$60).

You can apply Context Rules directly to these Price List Entries. When the catalog renders, the system evaluates the rules against the customer's context (Region) and filters the entries, showing only the one valid for that region.

This allows for granular control at the product price level without necessarily duplicating entire price lists.

Why A is incorrect: Attribute-based Pricing Matrices are typically used for calculating prices based on product attributes that a user selects during configuration (e.g., Speed, Color). Since the requirement is to see the price before adding to the cart (pre-configuration), and Region is a context of the customer not a feature they configure on the product, Context Rules (B & D) are the correct architectural choice.

NEW QUESTION # 61

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