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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q57-Q62):

NEW QUESTION # 57

Which of the following have promotions associated with them using the Consumer Goods Cloud Data Model?

- A. Promotion Product, Retail Store KPI, Delivery Task and in Store Location
- B. Promotion Channel, Retail Visit KPI, Assessment Task Definition and in Store Location
- C. Promotion Channel, Retail Store KPI, Retail Visit KPI and Delivery Task
- **D. Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI (Promotion Product, Promotion Product Categories, Promotion Channel)**

Answer: D

Explanation:

Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI are four objects that have promotions associated with them using the Consumer Goods Cloud Data Model. These objects help users to define, execute, and measure promotions in

retail stores. They are:

Promotion Product, which represents a product that is part of a promotion.

Promotion Channel, which represents a channel or segment where a promotion is applicable.

Retail Store KPI, which represents a key performance indicator that measures how well a retail store is performing against a specific promotion goal or target.

Retail Visit KPI, which represents a key performance indicator that measures how well a field rep executed a promotion during a store visit. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

NEW QUESTION # 58

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

- A. Model Metrics
- B. Object Metrics
- C. Shelf Metrics
- D. Goods Metrics
- E. Planogram 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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

QUES

NEW QUESTION # 59

Which three Survey invitations are displayed in the In-Store Survey task during a visit?

- A. All open Survey invitations
- B. Survey invitations associated with the visit
- C. Survey invitations associated with the Store Primary Contact
- D. Survey invitations associated with the Retail Store
- E. All Survey invitations targeted to a contact or user

Answer: B,C,D

Explanation:

Survey invitations associated with the visit, the Retail Store, and the Store Primary Contact are three survey invitations that are displayed in the In-Store Survey task during a visit. These survey invitations are relevant to the context of the visit and can help users to collect feedback from the store staff or customers. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 60

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

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

Answer: D

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 # 61

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

Answer: D

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 # 62

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