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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q96-Q101):

### NEW QUESTION # 96

Which KPIs can be derived using Planogram detection?

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

**Answer: B**

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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

### NEW QUESTION # 97

A developer has modified the EPC price amount of one mobile device using the Product Designer from Communications Cloud. After the price has been changed, the developer wants to check the previous EPC price amount to track pricing metrics and get some forecast metrics.

How can the developer check the previous price amount on the mobile device?

- A. Creating a new custom field on Price List Entry and populating it with a trigger that was created before changing the price
- **B. Using Price List Entry History checking the changes done after having enabled Track Field History on Price List Entry object**
- C. Using the versioning feature and comparing the prices for the versioned product after having enabled the feature
- D. Using EPC project feature checking the changes done for the defaulted project after having enabled the feature

**Answer: B**

Explanation:

To track pricing changes, Salesforce recommends enabling Field History Tracking on Price List Entry, which logs:

Old price

New price

User

Time of change

This is the simplest way to review previous pricing.

Why others are wrong:

A requires custom triggers-not recommended.

C EPC Project history tracks metadata changes, not price list values.

D Versioning is for product specifications, not PLE prices.

### NEW QUESTION # 98

- A. Explanation:  
For B2B telecom companies dealing with complex configurations exceeding 1000 line items, the only Salesforce Communications Cloud solution purpose-built for performance, scalability, and large enterprise quoting is Enterprise Sales Management (ESM).  
ESM enhances the CPQ experience by supporting:  
Extremely high cart volumes (hundreds to thousands of lines)  
Multi-site, multi-location enterprise networks  
Enterprise-grade discounting and contract structures  
Scalable pricing, validation, and asset handlings  
Better separation of commercial vs. technical configurations  
Options A, C, and D do not address enterprise-scale CPQ needs with thousands of line items. Large Account Sales Management focuses on account planning, not CPQ performance. Multiplay Subscription Management and Multi-site CPQ do not solve the scalability challenge.  
TION NO: 2  
Northern Trail Outfitters (NTO) is expanding quickly and wants to improve their reps productivity. Business leadership has

expressed their desire to leverage Salesforce Einstein Vision to accomplish this. What are the three recommended steps for setting up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf?

- B. Multiplay Subscription Management
- C. Multi-site CPQ
- **D. Enterprise Sales Management**
- E. Enable Einstein Object Detection
- F. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- **G. Setup in store location and associate planogram**
- H. Large Account Sales Management
- I. Define planogram check task
- J. Train Einstein Vision Models with marketing images of products to yield optimal results

**Answer: D,G**

Explanation:

These steps are essential in setting up Einstein Vision for automatic product detection on shelves, involving enabling the feature, defining relevant tasks, and training the models with appropriate product images.

#### **NEW QUESTION # 99**

A member of the Northern Trail Outfitters company has been tasked with setting up planograms for the field team. Which of the following steps is required to ensure an assessment task of planogram check is available to the field?

- A. The team member must make sure Einstein Object Detection has been enabled.
- B. The team member must associate the In-Store Location to the Planogram for the functionality to work.
- C. The team member must populate the custom context field on the assessment task.
- **D. The team member must upload an image of the planogram to the assessment task's related documents.**

**Answer: D**

Explanation:

Uploading an image of the planogram is essential for enabling field teams to perform planogram checks, providing a visual reference for in-store product placement and arrangement.

#### **NEW QUESTION # 100**

Universal Connect (UC) offers business TV services to its customers. As part of the offerings, UC requires the business TV's attribute to be changed to "Gold" if an account's SLA field value is "Gold".

What solution should a Consultant recommend to achieve this requirement?

- **A. Advanced Rules**
- B. Compatibility Rules
- C. Attribute Rules
- D. Context Rules

**Answer: A**

Explanation:

To achieve the requirement of automatically changing a product attribute (Business TV Attribute) to specific value ("Gold") based on a field on the Customer Account (SLA = "Gold"), the Consultant should recommend Advanced Rules.

Advanced Rules (Product Configuration): In Salesforce Industries (Communications Cloud) CPQ, Advanced Rules are the comprehensive framework used to handle complex logic that requires evaluating data from related objects (like the Account or Quote) to trigger actions on the Product line items in the cart.

Entity Filters: Advanced Rules utilize Entity Filters to evaluate the "If" condition. The Entity Filter can be configured to look up the Account record associated with the order and check if the SLA\_\_c field equals 'Gold'.

Rule Actions: Once the condition is met, the Advanced Rule triggers a Configuration Action. This action can be defined to "Set Attribute" (or Assign) the value 'Gold' to the specific attribute on the Business TV product.

Why other options are incorrect:

Attribute Rules (D): While "Attribute Rules" (or Product Attribute Rules) handle logic regarding attributes, they are typically used for intra-product dependencies (e.g., "If Color is Red, then Size cannot be Small" or "Set Default to X"). They do not natively support reaching out to the Account object to read a field without the broader Advanced Rule/Entity Filter wrapper.

Context Rules (A): These are primarily used for Eligibility, Pricing, and Promotions (determining if a product appears or which price list applies). They are not typically used to set configuration attribute values on the line item itself.

Compatibility Rules (C): These are used to validate if products can exist together (Requires/Excludes), not to set attribute values. This pattern allows for "Auto-Configuration" of the product based on the customer's profile, ensuring the sold service aligns with the customer's contractual Service Level Agreement (SLA) without manual agent intervention.

## NEW QUESTION # 101

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