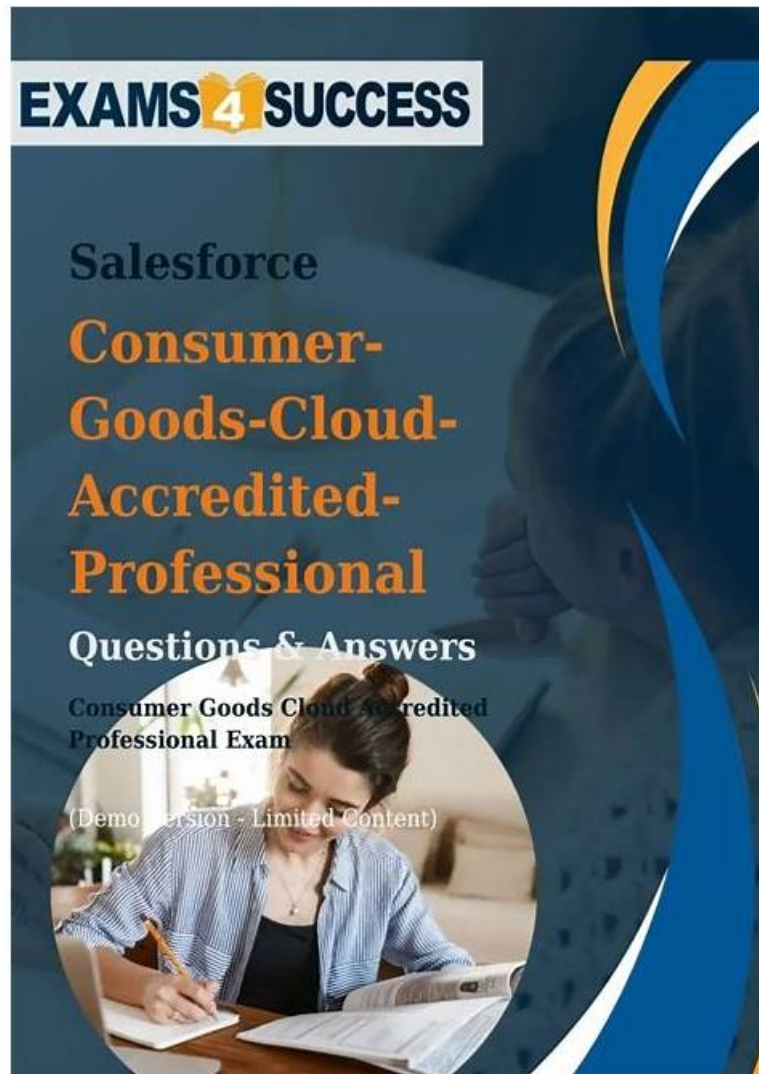


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### Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q37-Q42):

#### NEW QUESTION # 37

A company called Alpine is running a 'buy one get one free' (BOGO) promotion for all energy bars and sending out merchandisers to ensure that their retail customers are running it correctly. At what level should Retail Store KPIs be defined for a promotional end cap audit and also to minimize records created?

- A. At the energy bar product category level.
- B. At the custom context field level
- C. At the Alpine brand catalog level
- D. At the energy bar product SKU level

**Answer: A**

Explanation:

Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. For a promotional end cap audit, Retail Store KPIs should be defined at the energy bar product category level, as this would capture all the energy bars that are included in the BOGO promotion and also minimize the number of records created. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

#### NEW QUESTION # 38

Items are not appearing in the delivery task. What object needs to be assigned to the user for the items to be listed

- A. Retail Store KPI
- B. Shipment
- C. Product
- D. Product Transfer

**Answer: D**

Explanation:

A product transfer is an object that represents the movement of products from one location to another, such as from a warehouse to a retail store. A user needs to be assigned a product transfer for the items to be listed in the delivery task, which is a type of action plan task that allows a field rep to deliver products to a retail store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

#### NEW QUESTION # 39

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Assessment Indicator Definition
- B. Retail Store KPI
- C. Delivery Tasks
- D. Assessment Task Definition

**Answer: A**

Explanation:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

#### NEW QUESTION # 40

ABC Telecom has a requirement to allow their customers to upgrade or downgrade plans from an unlimited plan to a limited plan or from two play packs to three play packs and vice versa.

Which three are key offerings provided by the change of plan feature in Communications Cloud?

- A. Service Continuity
- B. History of Subscription Updates and Traceability
- C. Customers can choose from all plans in the price book.
- D. Supported by Digital Commerce APIs
- E. Moving to/out from the bundled offer

**Answer: A,D,E**

Explanation:

The "Change of Plan" feature in Salesforce Communications Cloud (often accessed via Digital Commerce APIs or the Cart) is designed to handle the complex logic of modifying an existing customer's service portfolio. The three key offerings/capabilities are: Supported by Digital Commerce APIs (A): Salesforce provides specific Digital Commerce (DC) APIs (e.g., `getChangeOfPlanOffers` or `generateChangeOfPlan`) that allow this complex logic to be exposed on self-service portals. This enables customers to view eligible upgrade/downgrade paths and execute the change without agent assistance, calculating pro-rated costs in real-time.

Moving to/out from the bundled offer (B): The feature is sophisticated enough to handle structural changes in the product hierarchy. It can take a standalone asset and move it into a bundle (e.g., moving a standalone internet line into a "Triple Play" bundle) or unbundle a service, maintaining the integrity of the commercial and technical data throughout the transition.

Service Continuity (E): A critical requirement in Telecom is that the "Change of Plan" (Commercial Change) does not accidentally disconnect the underlying technical service (Technical Change) unless intended. The Change of Plan feature ensures Service Continuity by preserving the link to the existing Technical Products (RFS) and Assets, ensuring that a customer upgrading their billing plan doesn't suffer a service outage during the provisioning process.

Why C and D are incorrect:

D (Customers can choose from all plans...): This is incorrect. The Change of Plan feature specifically uses Eligibility and Context Rules to filter the catalog. A customer on a Fiber plan cannot "choose" a legacy Copper plan if rules forbid it. They only see eligible target paths, not all plans.

C (History...): While Salesforce tracks field history and asset history, "Traceability" is a platform characteristic, whereas Service Continuity and Bundle manipulation are specific functional offerings of the Change of Plan logic engine.

#### NEW QUESTION # 41

Which three standard components are available for Assessment Task record pages when configuring Consumer Goods Cloud app screens?

- A. In Store Products
- B. Promotion Details
- C. Inventory Check
- D. Promotion List
- E. Cart Review

**Answer: B,C,D**

Explanation:

These components provide comprehensive information about promotions and inventory, vital for effective retail execution.

## NEW QUESTION # 42

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