Training Consumer-Goods-Cloud-Accredited-Professional Online, Consumer-Goods-Cloud-Accredited-Professional Detailed Answers

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Salesforce Consumer Goods Cloud is a powerful platform that enables organizations to streamline their sales operations, improve their customer engagement, and gain greater visibility into their business processes. It is designed to help consumer goods companies manage their field sales, key accounts, and retail execution processes all in one place. By earning this certification, professionals can demonstrate their knowledge and skills in using this platform to drive business growth and success.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q78-Q83):

NEW QUESTION # 78
A Field Rep is having challenges measuring their share-of-shelf due to a recent change in packaging to a competitor's product, which makes their products look almost identical. When using Einstein, the competitor's product was marked incorrectly as the rep's product. What should the rep do to prevent this from happening in the future?

- A. Cancel the task and perform the planogram check manually.
- B. Edit product tags.
- C. Contact the manager to create a new planogram.
- D. Turn the competitor's products around and re-perform the check.

Answer: B

Explanation:
To prevent Einstein from marking the competitor's product incorrectly as their own product when measuring their share-of-shelf, the field rep should edit product tags. Product tags are labels that identify and count products in an image using Einstein Vision. Einstein Vision is a feature that uses artificial intelligence to detect and count objects in an image. By editing product tags, the field rep can correct any errors or inaccuracies in the object detection process and ensure that their own products and their competitor's products are tagged correctly. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 79
Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

- A. Real-time Traffic-based Routing
- B. Visit Windows
- C. Gantt-chart Routing
- D. Visit Prioritization
- E. Constraint based Routing

Answer: A,C,E

NEW QUESTION # 80
Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

- A. Real-time Traffic-based Routing
- B. Visit Windows
- C. Visit Prioritization
- D. Constraint based Routing
- E. Gantt-chart Routing

Answer: A,B,D

Explanation:
Salesforce Maps Advanced includes features like real-time traffic-based routing, constraint-based routing, and visit windows to optimize field service operations and improve efficiency in planning store visits.

NEW QUESTION # 81
Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

- A. By creating delivery tasks for the distributors and track the shipping document status
- B. By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).
- C. By assigning the asset to a custom task type and make the distributors enter the delivered quality
- D. By creating a report for store locations to monitor the on hand inventory

Answer: B

Explanation:
To keep track of the inventory of the samples in the field, Alpine can create delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU). A delivery task is a type of action plan task that allows a field rep to deliver products to a retail store. A product SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. By creating delivery tasks and monitoring product SKUs, Alpine can ensure that the distributors have enough samples to distribute and also track how many samples have been delivered to each store. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 82
Which two standard capabilities are available when executing a promotion check in the field?

- A. Marking the promotion as complete
- B. Changing the promotion planning dates
- C. Taking a photo of the promotion
- D. Viewing which products are included in the protection
- E. Changing the discounts on the products included in the promotion

Answer: C,D

Explanation:
A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store. When executing a promotion check in the field, two standard capabilities are available: viewing which products are included in the promotion and taking a photo of the promotion. These capabilities help to ensure compliance and capture evidence of promotional execution. Verified References:
[Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

NEW QUESTION # 83
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