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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q14-Q19):

NEW QUESTION # 14

Sales Reps in the field are reporting that no surveys are available when they try to complete a visit survey on their mobile devices. What are two explanations for this?

- A. The rep is missing the Create Surveys permission
- **B. A related survey invitation has not been generated**
- C. The Retail Execution Survey Lighting Flow has not been action
- D. A custom Assessment Task definition has not been created
- **E. The Salesforce admin has not created and activated a Salesforce survey**

Answer: B,E

Explanation:

Two explanations for why no surveys are available when field reps try to complete a visit survey on their mobile devices are:
The Salesforce admin has not created and activated a Salesforce survey. A Salesforce survey is a questionnaire that can be sent to customers or contacts to collect feedback. The admin needs to create and activate a survey before it can be used in an in-store survey task.

A related survey invitation has not been generated. A survey invitation is an object that represents an invitation to take a survey. A survey invitation needs to be generated and associated with the visit, the retail store, or the store primary contact before it can be displayed in an in-store survey task. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 15

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

Answer: D

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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 16

Which three setup steps should the Salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- **A. Assign the Action Plans permission set to the Sales Manager .**
- B. Define Assessment Indicator Definitions for Delivery task
- **C. Assign the Lightning Direct store Delivery permissions set to the user**
- D. Change the Action Plan Type Delivery
- **E. Create an action plan template with a Delivery Task and assign it to a Visit**

Answer: A,C,E

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:
Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 17

Acme Technologies is a Tier-1 provider selling fixed line Internet and TV services. In order to optimize the shipping of modems and set-top boxes (STBs), they are requesting a single call to the shipping fulfillment system, which combines all devices that need to be sent to the customer. They also want to ensure optimal performance and avoid unnecessary use of storage since they have a large customer base.

Which decomposition pattern fits their requirements?

- A. Decompose modem and STB products into one Customer Facing Service (CFS) technical product using M:1 decomposition pattern. Set Scope field on the modem and STB products to 'Account'.
- B. Decompose modem and STB products into one Customer Facing Service (CFS) using M:1 decomposition pattern. Set Scope field on the technical product definition to 'Account'.
- C. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the modem and STB products to 'Downstream Order Item'.
- D. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the CFS technical product to 'Downstream Order Item'.

Answer: A

NEW QUESTION # 18

Which Three actions should a System Admin perform to set up a survey assessment task in the Consumer Goods Cloud?

- A. Define an Assessment Task Definition of type 'In-Store Survey'
- B. Generate survey invitations for the retail store 'Primary Contact'.
- C. Create a Survey record using Salesforce survey application
- D. Create a Retail Store KPI record of 'Survey Type'
- E. Define Assessment Indicator Definition to capture within survey

Answer: A,C,E

Explanation:

These steps enable the setup of survey assessment tasks in Consumer Goods Cloud, ensuring the surveys are well-defined and integrated with retail store activities.

NEW QUESTION # 19

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