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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q18-Q23):

NEW QUESTION # 18

Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

- A. Sales Manager
- B. Category Manager
- C. Divisional Manager

- D. Store Manager

Answer: A

Explanation:

A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

NEW QUESTION # 19

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 monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).**
- 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 track the shipping document status

Answer: A

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 # 20

A Consumer Goods Cloud user wants to create a new custom Task Type to support the auditing of coolers installed at retail store locations. Which Assessment Task Definition Task Type should be used?

- **A. Inventory Check**
- B. Custom
- C. Other
- D. Planogram Check

Answer: A

NEW QUESTION # 21

A B2B communications company routinely manages intricate product configurations with over 1000 line items, leading to notable operational complexities. The company is concerned about the performance and scalability of the solution as the order volume is expected to increase progressively.

Which Salesforce Communications Cloud solution would you recommend to streamline the configure, price, and quote (CPQ) process and address the customer's performance and scalability concerns?

- A. Multi-site CPQ
- B. Multiplay Subscription Management
- C. Large Account Sales Management
- **D. Enterprise Sales Management**

Answer: D

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.

NEW QUESTION # 22

Universal Connect (UC) sells several mobile devices to its customers. UC has several attributes like color, storage, and screen size that are common across mobile devices. UC is looking for recommendations around efficiently modeling them using the SFI product catalog.

How should the Consultant model the product catalog to achieve UC's requirements?

- A. Create 'Mobile Offer Spec Type' Object type with the common attributes and set the parent object type as 'Base Offer Spec Type'. Then, associate mobile device offers with 'Mobile Offer Spec Type' object type.
- B. Create 'Mobile Offer Spec Type' Object type with the common attributes and set the parent object type as 'Base Offer Spec Type'. Then, associate mobile device offers with 'Base Offer Spec Type' object type.
- C. Create 'Base Offer Spec Type' Object type with all the attributes and associate mobile device offers with this object type.
- D. Create 'Mobile Offer Spec Type' Object type with the base attributes as Parent Object Type and associate mobile device offers with this object type and add additional attributes.

Answer: A

Explanation:

Salesforce EPC provides Object Types to group products that share common attributes. For mobile devices that all share color, storage, screen size, the correct modeling approach is:

✓ Create a Mobile Offer Spec Type

Add all common attributes (color, storage, screen size).

Set parent = Base Offer Spec Type (standard hierarchy).

Associate mobile device products with this Object Type.

This ensures:

Attribute reuse

Cleaner catalog modeling

Easier maintenance

Declared inheritance from Base Offer Spec Type → Mobile Offer Spec Type → Device Offer Why others are incorrect:

A: Associates devices with Base Type instead of Mobile-specific type.

B: Suggests reversing hierarchy (incorrect structure).



D: Putting all attributes on Base Offer Spec Type violates specialization and bloats the base type.

NEW QUESTION # 23

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