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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27

When performing a search in an inventory check task which products are considered for the search?

- A. All products owned by the user
- B. All products associated with the retail store
- C. All products created by the user
- D. All products in the organization

Answer: B

Explanation:

When performing a search in an inventory check task, only the products that are associated with the retail store are considered for the search. This is because the inventory check task is designed to verify the availability and quantity of products in a specific store location. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28.

NEW QUESTION # 28

A consultant for Northern Trail Outfitters (NTO) retail stores would like to configure inventory checks related to product, that are stocked in the frozen food aisle. What should the consultant do first to ensure the field rep knows that the product is located in the frozen food aisle?

- A. Create a record type called 'Frozen Food Aisle' on the task.
- B. Create a picklist field called 'location' to document the Frozen Food Aisle.
- C. Nothing as Product2 captures that the product is frozen.
- D. Create an In-Store Location called 'Frozen Food Aisle'.
- E. Create a record type called 'Frozen Food Aisle' on the retail store.

Answer: D

Explanation:

To ensure the field rep knows that the product is located in the frozen food aisle when performing an inventory check, the consultant should create an In-Store Location called 'Frozen Food Aisle'. An In-Store Location is an object that represents a specific area within a retail store, such as an aisle, a shelf, or a cooler. By creating an In-Store Location for the frozen food aisle, the consultant can associate it with the products that are stocked in that area and display it on the inventory check task. This way, the field rep can easily locate and verify the products in the frozen food aisle. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 20.

NEW QUESTION # 29

United Telecom has completed the high-level design (HLD) phase and has information about the objects involved, data volumes, and file requirements.

Which three steps should a Consultant take to assess the storage needs on Communications Cloud?

- A. Calculate the file and data storage required based on required data volume and file attachment requirements
- B. Identify the storage needs between data storage and file storage
- C. Analyze an external data storage system for more cost-effective data storage
- D. Analyze the storage usage for the existing legacy platform
- E. Assess the archiving strategy and determine how storage will be cleared through archiving

Answer: A,B,E

Explanation:

During the High-Level Design (HLD) phase of a Communications Cloud implementation, Salesforce strongly recommends performing a storage assessment to ensure that data storage, file storage, and archival processes align with expected volumes. Public Salesforce architecture and data management guidance outlines three key tasks:

(A) Identify storage needs between data storage and file storage

Salesforce divides storage into Data Storage (records such as Accounts, Orders, Order Items, Subscriptions, Assets) and File Storage (documents, attachments, proofs, device images). A consultant must distinguish which objects consume which category

because each impacts licensing and cost differently.

(D) Assess archiving strategy

Salesforce recommends establishing an archiving plan early to manage growth of high-volume objects (Orders, Order Items, Fulfillment Requests, Assets). Communications Cloud generates large order orchestration records, so storage must account for how data will be archived, purged, or externalized. This directly reduces storage consumption and improves performance.

(E) Calculate storage based on expected volumes and file requirements

Using volume estimates from HLD (records per month, attachment sizes, expected number of orders, subscriptions, assets), the consultant can calculate projected consumption for both data and file storage. This is standard planning guidance for Communications Cloud projects.

Options B and C are not part of Salesforce's required steps for determining org storage needs. Analyzing legacy storage (B) is helpful but not required for Salesforce storage estimation. Considering an external storage system (C) is optional and not part of Salesforce's recommended baseline steps.

NEW QUESTION # 30

How can an Account Manager visualize store visits in their territory for the day by their current status?

- A. By creating a Map Layer using retail store search filters by status and color code the markers by status
- B. By creating a map layer using retail store as the base object and represent the markers by shape
- C. By creating a map layer using accounts as a base object and color code the markers by status
- D. By creating a map layer using visits as the base object and color code the markers by status

Answer: D

Explanation:

To visualize store visits in their territory for the day by their current status, an Account Manager can create a map layer using visits as the base object and color code the markers by status. A map layer is a visual representation of data on a map that can be filtered and customized. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. The status of a visit indicates whether it is planned, in progress, completed, or canceled. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.

NEW QUESTION # 31

Which two standard capabilities are available when executing a promotion check in the field?

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

Answer: B,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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

NEW QUESTION # 32

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