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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q116-Q121):

NEW QUESTION # 116

Universal Communication is a digital cable leader across the United States. They have started using Communications Cloud for their B2B use case. One of their new requirements is on One Time Charges (OTCs) that depend on multiple factors. Some of the factors are account related, while other factors are product related. They already use matrix-based pricing for their recurring price that depends on different sets of properties on Product and Account.

What approach should a Consultant take to implement OTC within the existing matrix-based recurring pricing model?

- A. Create OTCs as additional products with Prices and add those Products to the cart using a separate button that uses postCartItems.
- B. Create an Apex class and hook code to calculate the prices and add as a step within the Pricing plan.
- C. Add more columns within the existing matrix for recurring charges and calculate the OTCs using that matrix.
- D. Create another matrix for OTCs and add all the attributes from Account and Product as input and Price as output.

Answer: D

Explanation:
Salesforce Communications Cloud supports rich pricing models using Matrix-Based Pricing (MBP). Matrix-based pricing is the recommended method when pricing depends on multiple attributes from Account, Product, or other context properties.
For One-Time Charges (OTCs), Salesforce recommends separate pricing matrices, not combining OTC logic inside recurring matrices. OTCs often have different conditioning logic, different triggers, and different applicability rules than recurring charges.
Option B follows the supported pattern:
Define a new matrix for OTC pricing
Use relevant Account attributes (tier, segment, SLA level)
Use relevant Product attributes (speed, class of service, add-ons)
Output the appropriate OTC amount
Options A and C introduce unnecessary custom logic or create nonstandard product artifacts. Option D is incorrect because recurring pricing matrices must not be overloaded with unrelated OTC fields-Salesforce documentation recommends separating matrices by charge type.

NEW QUESTION # 117

Which step is required to link an Action Plan to a Visit record?

- A. Create an Action Plan Template by specifying Visit' as the target object and publish it.
- B. Create an Action Plan based on the template where the template owners are the Sales Reps.
- C. Activate the Action Plan.
- D. Activate the Visit to generate Action Plan Tasks.

Answer: A

Explanation:
To link an Action Plan to a Visit record, the first step is to create an Action Plan Template by specifying Visit' as the target object and publish it. An Action Plan Template is a template that defines the tasks and steps for an action plan. An action plan is a set of tasks that need to be completed for a specific purpose or goal. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. By specifying Visit as the target object, the Action Plan Template can be linked to any visit record that matches the criteria defined in the template. By publishing the template, the Action Plan Template becomes available for use. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

NEW QUESTION # 118

Northern Trail Outfitters (NTO) has their Field Reps perform regular activities, including promotion and inventory activities, as well as check the function of their computer display units that are placed in stores, to help customers ensure the backpacks fit properly.
What should be done to support NTO Field Reps to ensure they are able to capture these KPIs?

- A. Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.

- B. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.
- C. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a lookup field.
- D. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.

Answer: A

Explanation:
This approach allows Field Reps to specifically assess and record the KPI related to the functionality of the Computer Display Unit and its effectiveness in assisting customers with backpack fitting.

NEW QUESTION # 119

A Field Sales Manager to trying to determine which stores have a decline in Retail Execution KPIs and therefore need attention. Which Tableau CRM for Consumer Goods Cloud dashboard can provide the required data?

- A. Product Performance Dashboard
- B. Store Performance Dashboard
- C. Team Performance Dashboard
- D. Lost Visit Store Performance Dashboard

Answer: B

Explanation:
The Tableau CRM for Consumer Goods Cloud dashboard that can provide the required data for a Field Sales Manager to determine which stores have a decline in Retail Execution KPIs and therefore need attention is the Store Performance Dashboard. The Store Performance Dashboard shows the performance and compliance of the retail stores in relation to their KPIs and promotions. The dashboard allows users to filter and analyze the data by various dimensions, such as store group, store location, product category, or visit date. The dashboard also displays metrics such as store compliance score, store revenue, store visits, and promotion compliance score. By using this dashboard, a Field Sales Manager can identify which stores are underperforming or non-compliant and take appropriate actions to improve their performance. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 120

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

Answer: B

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 # 121

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