

Consumer-Goods-Cloud-Accredited-Professional PDF Dumps Files - Valid Consumer-Goods-Cloud-Accredited-Professional Learning Materials



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Salesforce Consumer Goods Cloud Accredited Professional certification exam is designed to test the knowledge and skills of professionals who work within the consumer goods industry. Consumer-Goods-Cloud-Accredited-Professional Exam covers a wide range of topics, including the features and functionality of the Consumer Goods Cloud platform, as well as best practices for using the platform to improve sales and marketing efforts.

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Salesforce Consumer-Goods-Cloud-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Visit Planning: This topic measures the Salesforce Consumer Goods Cloud Consultant's ability to utilize analytics for smart visit planning, ensuring effective scheduling and routing. Skills in leveraging tools like Einstein Vision for merchandising compliance checks are critical to demonstrate optimization of field operations.
Topic 2	<ul style="list-style-type: none">• Analytics: In this topic, the Salesforce Consumer Goods Cloud Consultant must show proficiency in using analytics to extract actionable insights from sales data. Sub-topics include creating and interpreting dashboards to evaluate team performance, store performance, and product performance, driving informed decisions.
Topic 3	<ul style="list-style-type: none">• Data Setup: In this topic, the Salesforce Consumer Goods Cloud Consultant demonstrates expertise in configuring data for effective operations. Proficiency is measured in areas such as Action Plan Setup, Planogram Setup, Product Setup, Promotion Setup, Retail Store KPI Setup, and Store Setup. Consultants must show the ability to configure these elements to ensure accurate and actionable data supports retail activities.
Topic 4	<ul style="list-style-type: none">• Visit Execution: This topic evaluates the ability of the Salesforce Consumer Goods Cloud Consultant to manage field visit workflows, including creating and executing Custom Tasks, overseeing Direct Store Delivery, and performing checks for Inventory, Planograms, and Promotions. Consultants must also demonstrate skill in using Surveys to gather insights during visits, ensuring adherence to store objectives.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q79-Q84):

NEW QUESTION # 79

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

Answer: B

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. Gantt-chart Routing**
- **C. Constraint based Routing**

- D. Visit Prioritization
- E. Visit Windows

Answer: A,B,C

NEW QUESTION # 81

Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

- **A. Use a custom task with flow**
- B. Use a custom task with apex
- C. Use a promotion check task with apex
- D. Use an inventory check task with flow

Answer: A

NEW QUESTION # 82

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Assessment Task Definition
- B. Retail Store KPI
- **C. Assessment Indicator Definition**
- D. Delivery Tasks

Answer: C

Explanation:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 83

Where are the results (actual values) of Custom Task KPIs stored?

- A. In the Retail Store KPI record
- B. In the custom object.
- **C. In the Retail Visit KPI record**
- D. In the Visit Record

Answer: C

NEW QUESTION # 84

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