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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q93-Q98):

### NEW QUESTION # 93

Universal Connect (UC) offers a router to its customers, which is included as part of the Business Internet offer. However, the router has no commercial significance to the selling process. UC is currently using Industries Order Management (OM). How should a Consultant model the router with respect to the Business Internet offer?

- A. Model the router as an attribute of the Business Internet offer with a default value of 'included'.

- B. Model the router as a separate stand-alone offer and add the router once the Business Internet offer is added via an Auto Add rule.
- **C. Model the router as a Technical Product and decompose it from the Business Internet offer.**
- D. Model the router as a default child product of Business Internet offer but hide it from the quote document before sending it to the customer for review.

**Answer: C**

Explanation:

In Salesforce Communications Cloud and Industries Order Management (OM), products that do not carry commercial value but are required for fulfillment must be modeled as Technical Products. Public Salesforce EPC and OM design guidance explains that a Technical Product is used when an item is not visible during selling, does not influence the commercial configuration, and is instead required for downstream fulfillment, service activation, or device provisioning.

In the case of Universal Connect (UC), the router included with the Business Internet offer has no commercial significance—meaning sales agents do not configure it, no pricing is associated with it, and customers should not see it as a selectable or independent commercial item. Instead, it simply needs to appear in the fulfillment layer so that the order can drive device shipment, installation, inventory allocation, or activation steps.

Salesforce's recommended modeling approach is to:

Create the router as a Technical Product Specification.

Add it to the Business Internet offer as a Technical Child.

Allow decomposition in OM to generate Fulfillment Request Lines (FRLs) for the router automatically, without exposing it during quoting.

This ensures:

Clean commercial experience (router hidden from the sales journey).

Accurate fulfillment instructions to downstream systems.

No need for complex rules or hiding logic in quote documents.

Options A and B incorrectly place the router inside the commercial structure, which is not aligned with EPC best practices. Option D introduces a separate offer and automation logic, which adds unnecessary complexity and breaks modeling principles.

#### **NEW QUESTION # 94**

A Field Sales Manager is 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. Store Performance Dashboard**
- B. Team Performance Dashboard
- C. Product Performance Dashboard
- D. Lost Visit Store Performance Dashboard

**Answer: A**

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 References: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

#### **NEW QUESTION # 95**

A Field Sales Manager is 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. Store Performance Dashboard**
- B. Team Performance Dashboard
- C. Product Performance Dashboard
- D. Lost Visit Store Performance Dashboard

**Answer: A**

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 # 96**

Northern Trail Outfitters wishes to use Tableau CRM as part of their Consumer Goods Cloud rollout. What data is required to support successful creation of the app?

- A. Promotions must be created and associated to retail store locations
- **B. Products must be associated to retail stores**
- C. Retail Store KPIs must be created
- D. Retail Visit KPIs must be created

**Answer: B**

#### **NEW QUESTION # 97**

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

**Answer: B**

#### **NEW QUESTION # 98**

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