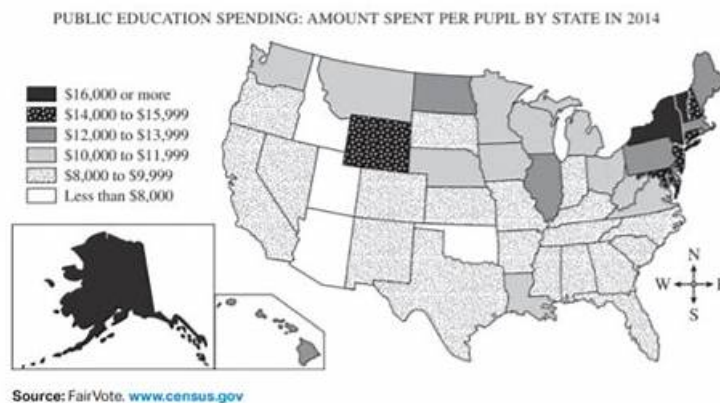


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Quantitative Analysis (Free-Response Question 2 on the AP Exam)

Use the information graphic to answer the questions.

- (A) Identify the most common level of education spending by states in the Southeast.
- (B) Describe a similarity or difference in public education spending by state or region, as illustrated in the information graphic.
- (C) Draw a conclusion about that similarity or difference in public education spending by state or region illustrated in the information graphic.
- (D) Explain how public education spending as shown in the information graphic demonstrates the principle of federalism.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q78-Q83):

NEW QUESTION # 78

ABC Telecom uses Communications Cloud while its distributors use their own CRM system. ABC Telecom wants to share product catalog information, including technical descriptions of products from ABC Telecom's Communications Cloud. Distributors can then use this information to set up their own CRM product catalog.

What should a Consultant suggest as a starting point for this integration?

- A. Use productized TM Forum 620 Catalog Open APIs to retrieve product specifications and product offerings.

- **B. Use Enterprise Product Catalog REST APIs to retrieve product specifications and product offerings.**
- C. Use Object REST APIs to retrieve data from Product2 Object.
- D. Use CPQ API getCartProducts to create a cart and retrieve product specifications and product offerings.

Answer: B

Explanation:

In Communications Cloud, the single source of truth for commercial and technical products is the Enterprise Product Catalog (EPC). For external systems-like distributors' CRMs-to consume product specifications, offerings, attributes, technical details, and bundled components, Salesforce provides EPC REST APIs.

These APIs expose:

Product Offerings

Product Specifications

Commercial & technical attributes

Prices (optional depending on configuration)

Relationships and hierarchies

They are designed explicitly for external catalog synchronization, making them the ideal starting point for distributors to pull up-to-date product definitions.

Why others are incorrect:

A (Product2 APIs): Product2 is not used for Communications Cloud catalog; EPC uses Vlocity EPC objects.

B (TMF620): Salesforce EPC is not natively TMF620 compliant. TMF620 requires a mediation layer; using EPC APIs directly is the recommended starting point.

D (getCartProducts): CPQ APIs require a cart context and do not expose full catalog specs.

NEW QUESTION # 79

How can admins review the performance of the Object Detection Model?

- A. Through Einstein Bots
- **B. Through Detected Objects**
- C. By enabling Custom Object Detection
- D. By creating a Custom Object

Answer: B

Explanation:

https://help.salesforce.com/s/articleView?id=sf.industries_einstein_object_detection_review_detected_objects.htm&type=5 Admins can review the performance of the Object Detection Model through Detected Objects, which are records that store the results of the object detection process. Detected Objects contain information such as the confidence score, the number of detections, and the bounding box coordinates for each object in an image. Admins can use reports and dashboards to analyze the Detected Objects data and evaluate the accuracy and performance of the Object Detection Model. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 80

Universal Containers (UC) is rolling out a new offer, which must be fulfilled using Industries Order Management. During fulfillment, the orchestration must integrate with the provisioning system, which accepts a different payload for activation and deactivation of the service.

What is the recommended approach for designing the orchestration while minimizing unnecessary configurations?

- A. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with Deactivation Orchestration item. Set conditions on Orchestration items based on product action.
- B. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with the Deactivation Orchestration item. Configure one scenario to map Activation to Add action and Deactivation to Disconnect action.
- C. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with Deactivation Orchestration item. Configure scenarios to map Activation to Add action and Deactivation to Delete action.
- **D. Create one Orchestration Plan Definition with two Orchestration item definitions having mutually exclusive conditions on the product action. Configure Scenario to include both Add and Disconnect actions.**

Answer: D

Explanation:

Salesforce best practice for Order Management is:

- Use a single Orchestration Plan Definition when the overall fulfillment flow is the same, but
- Use conditional Orchestration Items to handle differences (e.g., activation vs. deactivation).

In this case, the provisioning system needs different payloads for activation and deactivation, but the product is the same. Designing two separate orchestration plan definitions creates duplication, maintenance overhead, and inconsistent lifecycle behavior.

Instead:

Use one Orchestration Plan Definition.

Include two Orchestration Item Definitions, one for Activation and one for Deactivation.

Apply mutually exclusive conditions using Product Action = Add (activation) or Disconnect (deactivation).

Map both actions in one Scenario.

This achieves minimal configuration and full flexibility.

NEW QUESTION # 81

For flow based tasks, which two statement are correct?

- A. Retail Store KPIs are not needed, as long as an Assessment Indicator Definition is available within the flow to create the Retail Visit D KPI.
- **B. Assessment Task IDs and Visit IDs are passed to the flow in a flow task.**
- **C. A Retail Store KPI is always needed and is passed to the flow in the variable Retail Store KPI.**
- D. Retail Visit KPIs always need a corresponding Retail Store KPI.
- E. Flow based tasks should never be used for tasks that require a Retail Visit KPI.

Answer: B,C

Explanation:

These statements ensure that the necessary data, such as KPIs and IDs, are available within the flow for accurately performing and tracking flow-based tasks.

NEW QUESTION # 82

United Telecom's current system architecture has a credit check integration between Salesforce and a credit reporting agency. What Communications Cloud capability must be recommended to enable that integration in the future state?

- A. Configure Price Quote
- B. Order Management
- C. Enterprise Product Catalog
- **D. OmniStudio**

Answer: D

Explanation:

In the future-state Communications Cloud architecture, integrations such as real-time credit checks must be performed using an adaptive, low-code, API-driven layer. Salesforce's recommended capability for this is OmniStudio-specifically Integration Procedures and DataRaptors-which provide:

Highly performant server-side callouts

Ability to orchestrate multiple APIs in a single transaction

Transformation, mapping, and response handling

Reusability across Digital Commerce, CPQ, and Order Management

Zero Apex requirement

Order Management (B) handles fulfillment orchestration, not customer qualification or credit checks. CPQ (A) performs configuration and pricing logic. EPC (D) is catalog-only and does not manage integrations.

Thus, OmniStudio is the correct capability for credit check integrations.

NEW QUESTION # 83

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