

# Consumer-Goods-Cloud-Accredited-Professional Zertifikatsdemo, Consumer-Goods-Cloud-Accredited- Professional Kostenlos Downloden

CONSUMER GOODS CLOUD  
ACCREDITED PROFESSIONAL



## EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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## Salesforce Consumer-Goods-Cloud-Accredited-Professional Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Thema 2	<ul style="list-style-type: none"> <li>Platform: This topic tests familiarity with Salesforce platform features relevant to Consumer Goods Cloud, focusing on mobile capabilities that enhance field operations. The Salesforce Consumer Goods Cloud Consultant must understand platform functionalities that optimize user experience and support operational efficiency.</li> </ul>
Thema 3	<ul style="list-style-type: none"> <li>Integrations: This topic examines the consultant's expertise in integrating Consumer Goods Cloud with other Salesforce products and external systems. The focus is on managing data flow between systems to support seamless sales processes, demonstrating operational efficiency.</li> </ul>

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## Die seit kurzem aktuellsten Salesforce Consumer Goods Cloud Accredited Professional Prüfungsunterlagen, 100% Garantie für Ihren Erfolg in der Salesforce Consumer-Goods-Cloud-Accredited-Professional Prüfungen!

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### Salesforce Consumer Goods Cloud Accredited Professional Consumer-Goods-Cloud-Accredited-Professional Prüfungsfragen mit Lösungen (Q86-Q91):

#### 86. Frage

Which of the following represent the three ways of performing a promotion check during an in-store visit?

- A. General Promotion, Individual Product, and Product Category
- B. Unit Promotion, Product Category, and Product Coupons
- C. Individual product, Product Coupons, and Volume Promotion
- D. Clearance Promotion, Volume Promotion, and Product Coupons

**Antwort: A**

#### 87. Frage

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The KPIs are too extreme and causing the system to fail
- B. The tester did not have the lightning direct store delivery Permission Set added
- C. The tester is outside the geofence for the store
- D. The tester did not have the Lightning Retail Execution Plus Permission Set added

**Antwort: B**

Begründung:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

#### 88. Frage

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

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

**Antwort: C**

Begründung:

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 References: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

### 89. Frage

Which KPIs can be derived using Planogram detection?

- A. Out of Stock, Share of Shelf, Brand Facings
- B. Out of Stock, Shelf Size, SKU Facings
- **C. Out of Stock, Share of Shelf, SKU Facings**
- D. Out of Stock, Shelf Size, Brand Facings

**Antwort: C**

Begründung:

Out of Stock, Share of Shelf, and SKU Facings are three KPIs that can be derived using Planogram detection. A Planogram is a visual representation of how products should be arranged on a shelf. Planogram detection is a feature that uses Einstein Vision to compare the actual shelf image with the expected planogram image and calculate metrics such as:

Out of Stock, which measures the percentage of products that are missing from the shelf.

Share of Shelf, which measures the percentage of space occupied by a product or brand on a shelf.

SKU Facings, which measures the number of times a product SKU is visible on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

### 90. Frage

A Company by the name of Northern Trail Outfitters (NTO) leverages top industry professionals to manage direct store delivery. How should a consultant explain the power of Consumer Goods Cloud's Einstein for CG- Visit Recommendations feature to NTO?

- **A. By adopting the Einstein for CG- Visit Recommendations with the consumer goods cloud, Professionals can focus on these work while having information served to them that will support them in being competitive**
- B. Consumer Goods Cloud Einstein for CG - Visit Recommendations feature is natively powered by market research data enabling comprises to target customers by leveraging big data and competitors performance
- C. Einstein for Consumer Goods Cloud is a great tool, but like all software Consumer Goods Cloud is a work in progress. Updates to resolve the functionality gaps of professionals aren't likely to occur until one of the three yearly releases.
- D. By adopting the Einstein for CG - Visit Recommendations on the Consumer Goods Cloud the existing workforce can be terminated and replaced with more affordable lay workers to increase margins

**Antwort: A**

Begründung:

Einstein for CG- Visit Recommendations is a feature that uses artificial intelligence to suggest optimal store visits for field reps based on predefined rules and criteria. By adopting this feature with the consumer goods cloud, professionals can focus on their work while having information served to them that will support them in being competitive. For example, they can prioritize the most profitable or strategic stores, avoid unnecessary or redundant visits, and optimize their routes and schedules. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 36.

### 91. Frage

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Wenn Sie die neuesten und genauesten Prüfungsfragen zur Salesforce Consumer-Goods-Cloud-Accredited-Professional Zertifizierungsprüfung von ZertPruefung wählen, ist der Erfolg nicht weit entfernt.

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