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Salesforce AP-204 Exam Syllabus Topics:

Section	Objectives
Topic 1: Reporting and Analytics	- KPIs and retail execution metrics - Dashboards and performance tracking
Topic 2: Visit Planning and Route Optimization	- Scheduling and field rep optimization - Territory and route planning concepts
Topic 3: Retail Execution	- In-store task management and compliance tracking - Store visits and field execution processes
Topic 4: Consumer Goods Cloud Fundamentals	- Data model overview (accounts, retail stores, visits) - Core platform concepts and Consumer Goods Cloud positioning
Topic 5: Mobile and Offline Capabilities	- Mobile app usage for field reps - Offline synchronization and data handling
Topic 6: Order Capture and Trade Promotion	- Trade promotion management basics - Order taking processes in Consumer Goods Cloud

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83

Which two permissions should be enabled for users to view the Tableau CRM for Consumer Goods Cloud app?

- A. Tableau CRM Growth
- **B. Tableau CRM View**
- C. Tableau CRM Plus User
- D. Tableau CRM Modify All
- **E. CG Analytics User**

Answer: B,E

Explanation:

These permissions ensure that users have the necessary access to view and interact with the Tableau CRM for Consumer Goods Cloud app, providing critical analytics and insights.

NEW QUESTION # 84

ABC Cloud is using Communications Cloud's Order Management for provisioning and activations of services. As part of the integration with ERP, the ERP order identifiers are required to be saved in the synchronous response in the SFI order record for reference and troubleshooting purposes. A Consultant has started their design using existing Vlocity Process Libraries. What solution should the Consultant propose to save the ERP order identifiers back to the Salesforce order record?

- A. Configure integration procedure in conjunction with Auto Task to perform CREATE order in ERP and process response to save returned ERP order identifiers using Load DataRaptor.
- B. Configure GET ERP Order Callout task straight after the callout task that creates an order in ERP. Enhance the out-of-the-box integration adapter to process GET response from ERP and save returned ERP order identifier to SFI order record.
- **C. Configure the Response DataRaptor Bundle to process CREATE response from ERP and save returned ERP order identifier to SFI order record.**
- D. Enhance OOTB integration adapter to process CREATE response from ERP and save returned ERP order identifier to SFI order record.

Answer: C

Explanation:

For integrations where the provisioning/ERP system returns an external order ID in a synchronous response, Salesforce recommends using the Response DataRaptor Bundle of the Integration Procedure or Process Library.

The Process Library already includes patterns for handling:

Create Order callouts

Handling synchronous responses

Mapping response fields into Salesforce objects (e.g., SFI Order, Fulfillment records) You simply extend the Response DataRaptor to:

Extract ERP Order Identifier from the response payload.

Save it onto the corresponding Salesforce Order record for audit and troubleshooting.

Why other options are incorrect:

B: Auto Tasks are for async flows; the requirement is synchronous.

C: Enhancing the OOTB adapter is not recommended-declarative DR bundles should be used.

D: Creating a separate GET callout is unnecessary because the identifier is returned in the synchronous CREATE response.

Thus, A is the Salesforce-recommended approach.

NEW QUESTION # 85

Universal Connect (UC) offers business internet to its customers. UC has two requirements: their business internet offers must be by region to provide competitive prices in each region, and customers must be able to see pricing before adding the product to the Industries CPQ cart.

What are two ways a consultant can meet the business requirements?

- A. Create Promotions associated with Context Rules per region.

- B. Create multiple Price List Entries associated with Context Rules per region.
- C. Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region.
- D. Add an Attribute to define the region on the business internet offers and use the Attribute-based Pricing Matrix.

Answer: B,C

Explanation:

To meet the requirements of offering regional pricing and ensuring customers can see the correct price before adding the product to the cart (i.e., while browsing the catalog), the solution must rely on Context Rules that evaluate the customer's profile (Region) prior to product configuration.

B . Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region:

In Salesforce Industries (Communications Cloud) CPQ, Price Lists are the primary container for prices. You can create specific price lists for each region (e.g., "New York Price List," "Texas Price List") and use Context Rules to automatically assign the correct price list to the user's session based on their Account or Quote details (Region).

Because the Price List is selected before the product is viewed, the catalog automatically displays the price entries from that specific regional list, satisfying the visibility requirement.

D . Create multiple Price List Entries associated with Context Rules per region:

Alternatively, you can use a single global Price List but create multiple Price List Entries (PLEs) for the same "Business Internet" product (e.g., one entry for \$50, another for \$60).

You can apply Context Rules directly to these Price List Entries. When the catalog renders, the system evaluates the rules against the customer's context (Region) and filters the entries, showing only the one valid for that region.

This allows for granular control at the product price level without necessarily duplicating entire price lists.

Why A is incorrect: Attribute-based Pricing Matrices are typically used for calculating prices based on product attributes that a user selects during configuration (e.g., Speed, Color). Since the requirement is to see the price before adding to the cart (pre-configuration), and Region is a context of the customer not a feature they configure on the product, Context Rules (B & D) are the correct architectural choice.

NEW QUESTION # 86

How can a merchandiser perform a check-in to log the arrival time and geo coordinates for an inventory-check appointment?

- A. Check-in through Einstein Vision
- B. Check-in through standard location picker Lightning Web Component in Salesforce Mobile App
- C. Check-in through Salesforce Mobile App
- D. Check-in through Salesforce Maps on mobile

Answer: C

Explanation:

A merchandiser can perform a check-in to log the arrival time and geo coordinates for an inventory-check appointment by using the Salesforce Mobile App. The Salesforce Mobile App is a mobile version of Salesforce that allows users to access and use various features and tools on their mobile devices. A check-in is a feature that allows users to record their arrival at a location, such as a retail store, by using their device's GPS. A check-in can be performed by tapping the Check In button on the visit record in the Salesforce Mobile App. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.

NEW QUESTION # 87

ABC Telecom offers advanced B2B connectivity products to companies with multiple service accounts, hundreds of quotes, and an average of 1,000 line items per quote.

Which application suite supports this scenario?

- A. Enterprise Sales Management
- B. Mobile Subscription Management
- C. Advertising Sales Management
- D. Subscriber Lifecycle Management

Answer: A

Explanation:

In Salesforce Industries (formerly Vlocity), large-scale B2B quoting scenarios-especially those involving multiple service accounts, hundreds of simultaneous quotes, and high-volume line-item configurations-are supported by the Enterprise Sales Management

Thus, for ABC Telecom's enterprise customer scenario with large, complex quotes, Enterprise Sales Management is the correct and Salesforce-aligned solution.

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