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Salesforce Consumer Goods Cloud Accredited Professional certification is a valuable credential for professionals in the consumer goods industry. Salesforce Consumer Goods Cloud Accredited Professional certification demonstrates that the individual has the knowledge and skills to use the Consumer Goods Cloud to improve their organization's sales and distribution processes. It also indicates that the individual is up-to-date with industry trends and regulatory requirements. If you're a professional in the consumer goods industry, getting certified as a Salesforce Consumer Goods Cloud Accredited Professional can help you advance your career and stay competitive in the job market.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q114-Q119):

NEW QUESTION # 114

Universal Containers is using Communications Cloud for their B2B use cases. They have an integration with a legacy stack that will handle network provisioning and billing. As part of their Order Management process they have to send the customer data to the legacy app, which in turn provisions billing.

What should a Consultant recommend to make this callout easier to configure, easier to maintain, and performant?

- A. Model the customer data as fields on Order and pass the fields along with the other attributes to the payload.
- B. Model the customer data to Technical Products along with other Products and Services and create Decomposition relationships accordingly to send the right information within the callout tasks.
- C. Create a custom integration adapter to fetch the customer info and pass it to the payload that will be sent to the external application.
- D. Model the customer data as multi picklist attributes within the cart and create Decomposition relationships accordingly to send the right information within the callout tasks.

Answer: A

Explanation:

In Communications Cloud, integrations performed during Order Management-especially callouts for provisioning, billing, and customer synchronization-should use the Order object as the primary integration payload source. Salesforce's public Order Management design principles specify that customer data required for external provisioning should be modeled directly on the Order when the data is stable, required frequently, and does not belong to technical products.

This approach offers:

Simple configuration (fields on Order object rather than product attributes) High maintainability, because administrators can adjust mappings without changing product models or decomposition rules Performance efficiency, as Order-based callouts do not require deep decomposition navigation or attribute inheritance logic Clear separation of commercial vs. technical data, one of the core EPC principles Options C and D introduce unnecessary complexity. Customer data does not belong on Technical Products (C) nor should it be modeled as multi-picklist cart attributes (D), as these degrade performance and complicate decomposition. A custom adapter (A) adds code and contradicts Salesforce's declarative-first approach.

NEW QUESTION # 115

United Telecom has completed the high-level design (HLD) phase and has information about the objects involved, data volumes, and file requirements.

Which three steps should a Consultant take to assess the storage needs on Communications Cloud?

- A. Analyze an external data storage system for more cost-effective data storage
- B. Analyze the storage usage for the existing legacy platform
- C. Identify the storage needs between data storage and file storage
- D. Assess the archiving strategy and determine how storage will be cleared through archiving
- E. Calculate the file and data storage required based on required data volume and file attachment requirements

Answer: C,D,E

Explanation:

During the High-Level Design (HLD) phase of a Communications Cloud implementation, Salesforce strongly recommends performing a storage assessment to ensure that data storage, file storage, and archival processes align with expected volumes. Public Salesforce architecture and data management guidance outlines three key tasks:

(A) Identify storage needs between data storage and file storage

Salesforce divides storage into Data Storage (records such as Accounts, Orders, Order Items, Subscriptions, Assets) and File Storage (documents, attachments, proofs, device images). A consultant must distinguish which objects consume which category because each impacts licensing and cost differently.

(D) Assess archiving strategy

Salesforce recommends establishing an archiving plan early to manage growth of high-volume objects (Orders, Order Items, Fulfillment Requests, Assets). Communications Cloud generates large order orchestration records, so storage must account for how data will be archived, purged, or externalized. This directly reduces storage consumption and improves performance.

(E) Calculate storage based on expected volumes and file requirements

Using volume estimates from HLD (records per month, attachment sizes, expected number of orders, subscriptions, assets), the consultant can calculate projected consumption for both data and file storage. This is standard planning guidance for Communications Cloud projects.

Options B and C are not part of Salesforce's required steps for determining org storage needs. Analyzing legacy storage (B) is helpful but not required for Salesforce storage estimation. Considering an external storage system (C) is optional and not part of

Salesforce's recommended baseline steps.

NEW QUESTION # 116

Universal Containers (UC) is implementing Communications Cloud. One of the KPIs for their digital transformation is to reduce time-to-market for new products and product changes since it currently takes them three months end-to-end to launch a new product.
Which two actions will help measure product time-to-market in Communications Cloud?

- A. Leverage the EPC Project functionality to track the product related configurations
- B. Create a Product Time-To-Market app from a template in CRM Analytics to track the product time-to-market
- C. Create a Salesforce Report on the Product object to track the product time-to-market
- D. Create a Salesforce Report on the EPC Project object to track the product time-to-market

Answer: A,D

Explanation:
Salesforce Communications Cloud includes the Enterprise Product Catalog (EPC), which provides a structured and measurable approach to product lifecycle management. To track and measure time-to-market, Salesforce recommends leveraging the EPC Project framework, which is specifically designed to manage, bundle, and monitor product-related changes-from initial design through testing and deployment.
Option A: Leverage the EPC Project functionality
EPC Projects act as containers for all product modifications, including Product Specifications, Pricing, Rules, Attributes, and Versions. They include timestamps for creation, modification, approval, and deployment. Public Salesforce EPC guidance highlights Projects as the recommended mechanism for governance, visibility, and tracking across the product lifecycle. EPC Projects therefore provide the primary dataset required to calculate time-to-market (TTM).
Option C: Create a Salesforce Report on the EPC Project object
Because EPC Project records store metadata about the start, modification, and completion dates of product work, Salesforce Reports on the EPC Project object allow UC to measure cycle times directly. Using reporting tools, UC can track KPIs such as:
Time from Project creation to approval
Time from design to activation
TTM per product type or product launch initiative
Delays in approval or deployment
Why not B or D?
B (CRM Analytics template) - Salesforce does not provide a predefined "Product Time-To-Market" app template specific to EPC, and TTM cannot be measured solely from analytics without EPC Project metadata.
D (Reporting on Product object) - Product records themselves do not reflect lifecycle timestamps or governance workflows, so they cannot measure TTM accurately.

NEW QUESTION # 117

Which two of the following allows a Consumer Goods Cloud user to review the vision detection accuracy?

- A. Object Metrics
- B. Shelf Metrics
- C. Goods Metrics
- D. Model Metrics
- E. Planogram Metrics

Answer: B,D

Explanation:
Shelf Metrics allow a user to review the vision detection accuracy by comparing the actual shelf image with the expected planogram image. Model Metrics allow a user to review the vision detection accuracy by showing the confidence score and the number of detections for each object in the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 118

Acme Technologies is a Tier-1 provider selling fixed line Internet and TV services. In order to optimize the shipping of modems and

set-top boxes (STBs), they are requesting a single call to the shipping fulfillment system, which combines all devices that need to be sent to the customer. They also want to ensure optimal performance and avoid unnecessary use of storage since they have a large customer base.

Which decomposition pattern fits their requirements?

- A. Decompose modem and STB products into one Customer Facing Service (CFS) technical product using M:1 decomposition pattern. Set Scope field on the modem and STB products to 'Account'.
- B. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the CFS technical product to 'Downstream Order Item'.
- C. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the modem and STB products to 'Downstream Order Item'.
- D. Decompose modem and STB products into one Customer Facing Service (CFS) using M:1 decomposition pattern. Set Scope field on the technical product definition to 'Account'.

Answer: A

NEW QUESTION # 119
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