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The Consumer Goods Cloud is a powerful platform that is designed to help businesses within the consumer goods industry to improve their sales and marketing efforts. This platform is designed to provide businesses with a comprehensive view of their customers and their sales data, allowing them to make data-driven decisions that can help to improve their bottom line.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q28-Q33):

NEW QUESTION # 28

Which object is connected to Action Plan?

- A. Retail Store
- **B. Visit**
- C. Assessment Task
- D. Action Plan Template em

Answer: B

NEW QUESTION # 29

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

Answer: B

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 # 30

Which three statements are Correct about Store Products?

- **A. Store Products drive the order capture functionality.**
- B. Store Products are automatically When shipment related tasks are completed
- C. Store products are required for Promotion check task to work
- **D. Store Products are required to search and scan functionality in the Inventory Check Task**
- **E. Store Products are required for Inventory Check Task to work**

Answer: A,D,E

Explanation:

Store Products are products that are associated with a specific retail store location. They have three correct statements about them: Store Products are required for Inventory Check Task to work, which is a type of action plan task that allows a field rep to verify the availability and quantity of products in a store.

Store Products are required to search and scan functionality in the Inventory Check Task, which allows a field rep to find and scan products using their mobile device.

Store Products drive the order capture functionality, which allows a field rep to create orders for products based on their availability

and demand in a store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 31

United Telecom (UT) has finalized a design for launching sales and self-service capabilities through different channels to improve their customer experience.

Which two out-of-the-box capabilities should UT use to support customers through multiple channels on Communications Cloud?

- A. Digital Commerce APIs
- B. Digital Commerce SDK
- C. Cart-based APIs using OmniOut
- D. Custom APIs using LightningOut

Answer: A,B

Explanation:

Salesforce Communications Cloud (formerly Vlocity Communications) provides a set of out-of-the-box omnichannel capabilities specifically designed to support buying, managing, and modifying telecom services across web, mobile, partner portals, and agent-assisted channels. Public Salesforce documentation describes two major components that enable this: Digital Commerce APIs and the Digital Commerce SDK.

Digital Commerce APIs (Option A)

Salesforce provides a full suite of REST-based Digital Commerce APIs that expose CPQ functions such as:

Product discovery

Product configuration

Pricing and promotions

Cart creation and management

Order submission

These APIs are channel-agnostic and built for web portals, mobile apps, in-store kiosks, and agent desktops, making them ideal for United Telecom's requirement to support multiple sales and self-service channels. They leverage standardized product and pricing logic directly from the Enterprise Product Catalog, ensuring consistency across all channels.

Digital Commerce SDK (Option B)

The Digital Commerce SDK complements the APIs by providing reusable UI components, templates, and client-side tools to rapidly build modern commerce experiences. It supports Lightning, LWC, and headless storefronts, enabling companies to create branded, high-performing customer experiences with minimal custom code. This SDK allows UT to deliver responsive and consistent digital buying flows without building UI logic from scratch.

Options C (Cart-based APIs using OmniOut) and D (Custom APIs using LightningOut) involve custom or integration-heavy approaches that are not needed when out-of-the-box Digital Commerce capabilities already provide a complete omnichannel solution.

Therefore, the two correct out-of-the-box capabilities for multi-channel customer experience in Communications Cloud are A and B.

NEW QUESTION # 32

Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

- A. By creating a report for store locations to monitor the on hand inventory
- B. By assigning the asset to a custom task type and make the distributors enter the delivered quality
- C. By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).
- D. By creating delivery tasks for the distributors and track the shipping document status

Answer: C

NEW QUESTION # 33

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