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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q109-Q114):

NEW QUESTION # 109

For an Enterprise Sales Management quoting journey for fixed-line products for an enterprise customer, United Telecom needs to have a feasibility check for the requested product for desired locations.

Which of the following features can meet the requirement?

- A. Product Eligibility Rules
- B. Product Availability Rules
- C. Location Based Serviceability
- D. Location Based Feasibility

Answer: D

Explanation:

Enterprise Sales Management (ESM) for B2B telecom includes Location-Based Feasibility (LBF), which checks whether a product (e.g., fiber, Ethernet access, MPLS, DIA) is technically feasible at a given customer location or site. This is a standard requirement in enterprise fixed-line quoting.

LBF provides:

Real-time or batch feasibility lookup

Integration with GIS, network inventory, or legacy feasibility engines

Support for multi-site enterprise quoting

Feasibility responses (yes/no/conditional)

Auto-blocking non-feasible service requests

Location-Based Serviceability (A) is used in B2C broadband/mass-market sales, not complex enterprise quoting. Product Availability (C) and Eligibility Rules (D) control catalog eligibility, pricing, or contract conditions, not technical feasibility.

NEW QUESTION # 110

Which KPIs can be derived using Planogram detection?

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

Answer: B

Explanation:

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.

NEW QUESTION # 111

How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

- A. The photos Inked to the asset record
- B. The photo is sent directly to the manager's email
- C. The photo is linked to the visit record
- D. The photo is linked to the asset check task

Answer: C

Explanation:

Field Sales Managers can access photos taken by Field Reps of defective in-store assets through the asset record to which the photos are linked. This provides a direct association between the asset and its condition.

NEW QUESTION # 112

A B2B telecommunications company uses Communications Cloud to sell technically complex products. Their operations team faced order fallouts due to incorrect configurations of the quotes. At the same time, their sales team said that it takes too much time to educate a new account executive due to the product's complexity, and even after studying, it doesn't prevent mistakes in the quotes. What two options need to be implemented to improve the current situation?

- A. Configure Advanced Rules to validate the quote configuration.
- B. Implement the Guided Sales using OmniScripts.
- C. Configure steps in the Order Fulfillment process to guide the product configuration.
- D. Create an order validation task in the Order Fulfillment process.

Answer: A,B

Explanation:

The company is facing:

Order fallouts → misconfigured services

High training effort for new sales reps

Complex product configurations

To solve this:

✓ B. Advanced Rules

Advanced Rules validate complex commercial configurations before the quote is finalized. They prevent invalid combinations or missing configurations, eliminating fallouts in Orders and Fulfillment.

✓ D. Guided Selling with OmniScripts

Guided selling wizards simplify journeys for sales reps by:

Reducing clicks

Hiding complexity

Asking only relevant questions

Auto-configuring offers

Reducing training time significantly

Why the others are wrong:

A: Order Fulfillment steps affect fulfillment, not quoting.

C: An "order validation task" fixes issues after quoting-too late and inefficient.

NEW QUESTION # 113

Which three fields are available on the Retail Store object that differentiate them from the Account object?

- A. Preferred Visit Hours
- B. Operating Hours
- C. Shipping Address
- D. Payment Method
- E. Delivery Method

Answer: A,B,C

Explanation:

These fields on the Retail Store object differentiate it from the Account object, providing specific information about store operations, preferred visit timings, and shipping details.

NEW QUESTION # 114

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