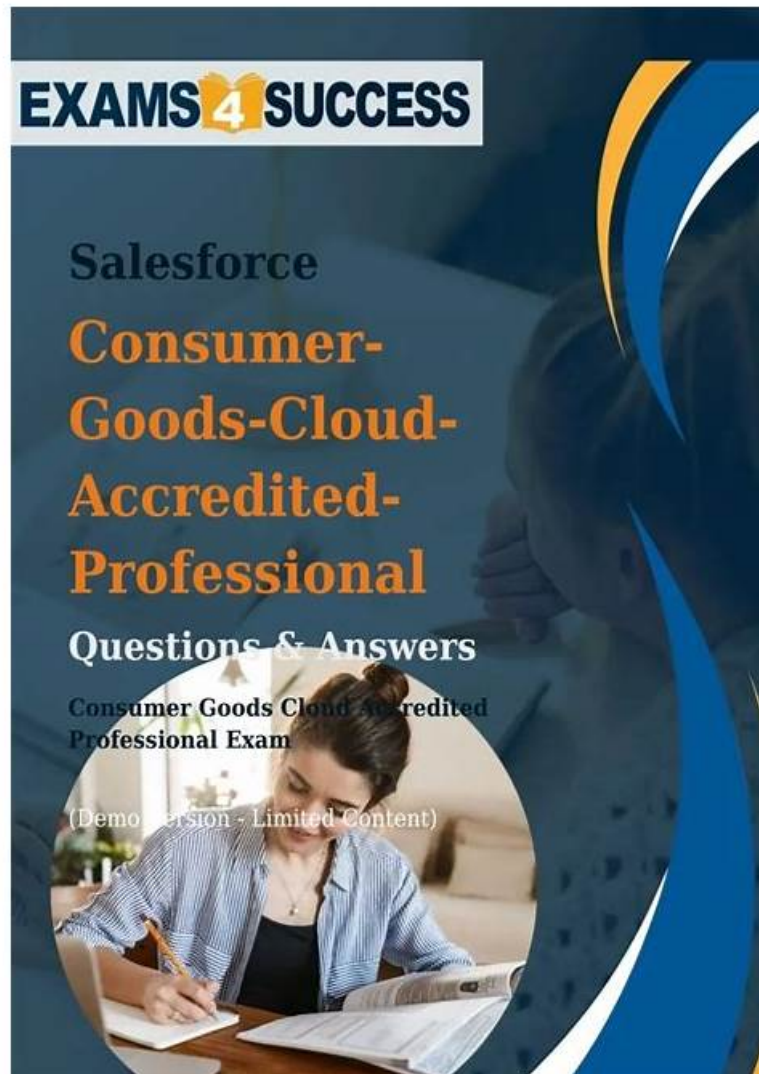


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Salesforce Consumer Goods Cloud Accredited Professional certification exam is designed for professionals who are seeking to enhance their skills and knowledge in the consumer goods industry. Salesforce Consumer Goods Cloud Accredited Professional certification is designed specifically for individuals who work within the consumer goods industry and who are looking to improve their understanding of Salesforce's Consumer Goods Cloud platform.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q38-Q43):

NEW QUESTION # 38

Universal Containers sells B2B products, including service plans (Basic, Standard, Premium), that customers can modify during a MACD order. The commercial product representing these service offerings is a single product with an attribute used to model the three service plans. There is a requirement to identify the existing plan during the orchestration plan.

What option should a Consultant recommend to identify the existing plan?

- A. Custom objects can be created to capture the specific use case requirements.
- B. The commercial product should store both the existing and new values of the service plan in the Change order.
- C. Order management can retrieve the value from the Inventory Items object.
- D. Order Management can make a callout to retrieve the latest service plan from the downstream system.

Answer: C

Explanation:

In Communications Cloud, during a MACD (Modify/Add/Change/Disconnect) order, Order Management must determine which service plan the customer currently has. For asset-based ordering, Salesforce stores the current state of a service in the Inventory Items object. This includes all attribute values associated with the existing commercial product instance.

Because the commercial product is modeled with a plan attribute (Basic, Standard, Premium), the active value is part of the customer's Inventory Item record.

During MACD decomposition, Order Management retrieves the current state of the service-including all attribute values-from the Inventory Item. This allows the orchestration plan to compare:

"Existing value" (from Inventory Items)

vs.

"New value" (from the Change Order)

This is core to Salesforce's "Inventory-Driven MACD" design.

Option A is incorrect because the Change Order only stores the new values-Order Management must pull the existing value from Inventory.

Option C (custom objects) is unnecessary and not recommended.

Option D (callout to downstream system) defeats the purpose of asset-based ordering and introduces latency.

NEW QUESTION # 39

Assuming an inventory check Retail Store KPI record is configured at a product level, what is the next step required for that Retail Store KPI to become linked to a Retail Store?

- A. The product needs to be linked to an Assortment.
- B. The product needs to be linked to a Product Category.
- C. The product needs to be linked to a Promotion.
- D. The product needs to be linked to a Retail Store.

Answer: A

NEW QUESTION # 40

Which of the following is accurate regarding the Einstein Vision model?

- A. The model is created via crowdsourcing of images available via public copyright licenses
- B. The model is created automatically by Einstein based on uploading the perfect image
- **C. The model needs to be created as part of the development process using a base set of images**
- D. The model is created in store as reps perform their daily tasks during phase 1 rollout

Answer: C

Explanation:

The Einstein Vision model is a representation of how objects are detected and counted in an image. The model needs to be created as part of the development process using a base set of images. The base set of images should contain images of the products that need to be detected on the shelf, as well as labels and annotations for each product. The model is then trained and tested using these images and can be improved by adding more images or adjusting the parameters. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 41

Which KPIs can be derived using Planogram detection?

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

Answer: D

NEW QUESTION # 42

Northern Trail Outfitters wishes to use Tableau CRM as part of their Consumer Goods Cloud rollout. What data is required to support successful creation of the app?

- A. Retail Store KPIs must be created
- B. Promotions must be created and associated to retail store locations
- **C. Products must be associated to retail stores**
- D. Retail Visit KPIs must be created

Answer: C

NEW QUESTION # 43

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