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Salesforce Consumer Goods Cloud Accredited Professional (CGCAP) Certification Exam is designed to validate the knowledge and skills of professionals in the consumer goods industry who work with Salesforce's Consumer Goods Cloud platform. Consumer-Goods-Cloud-Accredited-Professional Exam covers a range of topics such as account and opportunity management, retail execution, and trade promotions management. Salesforce Consumer Goods Cloud Accredited Professional certification demonstrates that the individual has a deep understanding of the platform and can effectively use it to drive business growth.

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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q120-Q125):

### NEW QUESTION # 120

Universal Connect (UC) offers residential high-speed Internet to its customers. UC has a commercial attribute called "Access Type" on the internet offer with two values, namely DSL and Fiber. UC has a requirement to model routers as technical products and offer

either a DSL or a Fiber router based on the "Access Type" value.

What kind of decomposition relationship should a Consultant recommend to achieve this requirement?

- A. M:1
- **B. 1:M**
- C. 1:1
- D. M:M

**Answer: B**

Explanation:

The requirement is:

A single commercial product (Internet)

Has an attribute Access Type = DSL or Fiber

Must decompose into the appropriate router technical product (DSL Router OR Fiber Router) This is a classic 1:M decomposition pattern, where one commercial product instance may decompose into one of many possible technical product instances, based on rules or attributes.

Using a 1:M decomposition with conditional rules:

If Access Type = DSL → create DSL Router

If Access Type = Fiber → create Fiber Router

Why others are incorrect:

1:1 (B): does not allow attribute-based branching into different technical products.

M:M (C): used for many-to-many relationships - not applicable here.

M:1 (D): merges multiple commercial products into a single technical product - opposite of what is required.

#### NEW QUESTION # 121

A company called Alpine is running a 'buy one get one free' (BOGO) promotion for all energy bars and sending out merchandisers to ensure that their retail customers are running it correctly. At what level should Retail Store KPIs be defined for a promotional end cap audit and also to minimize records created?

- **A. At the energy bar product category level.**
- B. At the energy bar product SKU level
- C. At the custom context field level
- D. At the Alpine brand catalog level

**Answer: A**

Explanation:

Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target.

For a promotional end cap audit, Retail Store KPIs should be defined at the energy bar product category level, as this would capture all the energy bars that are included in the BOGO promotion and also minimize the number of records created. Verified

References: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

#### NEW QUESTION # 122

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

**Answer: C,D**

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 # 123

Where are the results (actual values) of Custom Task KPIs stored?

- A. In the Retail Visit KPI record
- **B. In the Retail Store KPI record**
- C. In the custom object.
- D. In the Visit Record

**Answer: B**

Explanation:

The results or actual values of Custom Task KPIs are stored in the Retail Store KPI record, centralizing data related to performance indicators.

### NEW QUESTION # 124

When performing a search in an inventory check task which products are considered for the search?

- A. All products in the organization
- B. All products owned by the user
- **C. All products associated with the retail store**
- D. All products created by the user

**Answer: C**

Explanation:

When performing a search in an inventory check task, only the products that are associated with the retail store are considered for the search. This is because the inventory check task is designed to verify the availability and quantity of products in a specific store location. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28.

### NEW QUESTION # 125

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