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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q45-Q50):

NEW QUESTION # 45

Northern Trail Outfitters (NTO) has their Field Reps perform regular activities, including promotion and inventory activities, as well as check the function of their computer display units that are placed in stores, to help customers ensure the backpacks fit properly. What should be done to support NTO Field Reps to ensure they are able to capture these KPIs?

- A. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.
- **B. Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.**
- C. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a lookup field.
- D. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.

Answer: B

Explanation:

This approach allows Field Reps to specifically assess and record the KPI related to the functionality of the Computer Display Unit and its effectiveness in assisting customers with backpack fitting.

NEW QUESTION # 46

Which Lightning component can an admin add to a Consumer Goods assessment task record page?

- A. Planogram Check
- **B. Inventory Check**
- C. Promotion Check
- D. In-Store Products Check

Answer: B

Explanation:

https://help.salesforce.com/s/articleView?id=sf.retail_task_admin_create_assessment_task_record_page.htm&type=5 Inventory Check is a Lightning component that can be added to a Consumer Goods assessment task record page by an admin. An assessment task is a type of action plan task that allows users to collect data and perform actions related to a retail store. An inventory check is a type of assessment task that allows users to verify the availability and quantity of products in a store. The Inventory Check component displays the products that are associated with the store and allows users to search, scan, and update the product information. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 40.

NEW QUESTION # 47

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

- A. All products created by the user
- B. All products in the organization
- **C. All products associated with the retail store**
- D. All products owned 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 # 48

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 modem and STB products to 'Downstream Order Item'.
- C. 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'.

- D. 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'.

Answer: A

NEW QUESTION # 49

Which three setup steps should the salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- A. Change the Action Plan Type Delivery
- B. Define Assessment Indicator Definitions for Delivery task
- C. Assign the Lightning Direct store Delivery permissions set to the user
- D. Assign the Action Plans permission set to the Sales Manager .
- E. Create an action plan template with a Delivery Task and assign it to a Visit

Answer: C,D,E

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:

Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 50

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Because of this, the worker classification has been described as a half way AP-204 house between being an employee and self employed, From these numbers you can quickly deduce the conversion formula that you may have forgotten.

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