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However, it's not always the same. Cramming is not what shall stay in your mind forever. you can forget the lines anytime making you blank while you are trying to solve your AP-204 Exam Questions. So, don't cram even if it takes you a little more time to clear your doubts and get the concept clear. Cramming is not going to stay with you forever.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q76-Q81):

NEW QUESTION # 76

Which KPIs can be derived using Planogram detection?

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

Answer: A

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 # 77

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- **A. Assessment Indicator Definition**
- B. Retail Store KPI
- C. Assessment Task Definition
- D. Delivery Tasks

Answer: A

Explanation:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 78

An Organization wants to maintain data related to the line items and assets in custom objects under the line items (Object 'A') and assets (Object Name 'B').

What will ensure the data is saved under assets during assetization and can be leveraged for MACD Orders?

- A. Write an APEX Hook Class during Checkout and AssetToOrder for creating the records as a post step on the API.
- **B. Use Object Mapper to map the line item object from A to B and another mapping from Object B to A.**
- C. Use Field Mapper to map fields from Object A to B and another mapping from Object B to A.
- D. Use Object Mapper to Map the line item object from A to B.

Answer: B

Explanation:

This scenario involves managing the lifecycle of data stored in custom child objects (Object A attached to Order Items, and Object B attached to Assets). To ensure data integrity throughout the full commercial cycle-Sale (Assetization) and Change (MACD)-a bidirectional mapping strategy is required using the Custom Object Map feature (referred to as Object Mapper in the options).

Assetization (Order to Asset Flow):

When an order is completed, the system runs the "Assetize" process.

To move data from the custom object under the Order Item (Object A) to the custom object under the Asset (Object B), you must define a Source-to-Destination mapping.

This is the A $\rightarrow$ B mapping. Without this, the custom data entered during the sale would be lost and not stored on the customer's asset record.

MACD / Asset-Based Ordering (Asset to Order Flow):

When a customer requests a Move, Add, Change, or Delete (MACD), the system creates a new Order/Quote by reading the existing Asset data.

To ensure the new "Change Order" includes the current details from the Asset (Object B) back onto the line items (Object A) for the agent to view or modify, the system requires a reverse mapping.

This is the B $\rightarrow$ A mapping.

Why other options fail:

Option A (Apex Hook): While feasible for complex edge cases, using Apex is not the best practice when a declarative configuration tool (Object Maps) exists for this exact purpose. It increases maintenance debt.

Option B (Map A to B only): This handles the initial sale but fails during MACD. When the customer tries to change their service later, the data from Object B would not copy back to the new order, leading to data loss or errors.

Option C (Field Mapper): Field Mappers are typically used for mapping specific fields on the primary objects (e.g., OrderLineItem.Description to Asset.Description). For mapping entire related child objects, the Object Map mechanism is the correct architectural component.

NEW QUESTION # 79

A consultant for Northern Trail Outfitters (NTO) retail stores would like to configure inventory checks related to product, that are stocked in the frozen food aisle. What should the consultant do first to ensure the field rep knows that the product is located in the frozen food aisle?

- A. Nothing as Product2 captures that the product is frozen.
- B. Create a record type called 'Frozen Food Aisle' on the retail store.
- C. Create a picklist field called location' to document the Frozen Food Aisle.
- **D. Create an In-Store Location called Frozen Food Aisle'.**
- E. Create a record type called 'Frozen Food Aisle on the task.

Answer: D

Explanation:

To ensure the field rep knows that the product is located in the frozen food aisle when performing an inventory check, the consultant should create an In-Store Location called Frozen Food Aisle'. An In-Store Location is an object that represents a specific area within a retail store, such as an aisle, a shelf, or a cooler. By creating an In-Store Location for the frozen food aisle, the consultant can associate it with the products that are stocked in that area and display it on the inventory check task. This way, the field rep can easily locate and verify the products in the frozen food aisle. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 20.

NEW QUESTION # 80

Which of the following are supported KPI Type values for Retail Store KPI records?

- **A. Facing**
- **B. Units**
- **C. Revenue**
- D. Promotion
- E. Price

Answer: A,B,C

Explanation:

In the Consumer Goods Cloud, Retail Store KPI records support various KPI types, including Units, Facing, and Revenue. These KPIs are critical for assessing retail performance.

NEW QUESTION # 81

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The primary exercise here is to determine which links can be eliminated, AP-204 I spent the summer in a haze, working a lot of hours, seeing the effect of the we need to get users so we can sell the company" mentality.

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