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Salesforce Consumer Goods Cloud Accredited Professional Exam is an important certification program for professionals working in the consumer goods industry. It is designed to test the skills and knowledge of individuals who work with Salesforce's Consumer Goods Cloud, and provides a valuable credential for those looking to demonstrate their expertise in this area. Whether you are a sales manager, account planner, or retail execution specialist, the Salesforce Consumer Goods Cloud Accredited Professional Exam can help you take your career to the next level.

Salesforce Consumer-Goods-Cloud-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	• Integrations: This topic examines the consultant's expertise in integrating Consumer Goods Cloud with other Salesforce products and external systems. The focus is on managing data flow between systems to support seamless sales processes, demonstrating operational efficiency.
Topic 2	• Visit Execution: This topic evaluates the ability of the Salesforce Consumer Goods Cloud Consultant to manage field visit workflows, including creating and executing Custom Tasks, overseeing Direct Store Delivery, and performing checks for Inventory, Planograms, and Promotions. Consultants must also demonstrate skill in using Surveys to gather insights during visits, ensuring adherence to store objectives.
Topic 3	• Analytics: In this topic, the Salesforce Consumer Goods Cloud Consultant must show proficiency in using analytics to extract actionable insights from sales data. Sub-topics include creating and interpreting dashboards to evaluate team performance, store performance, and product performance, driving informed decisions.

Topic 4	• Data Setup: In this topic, the Salesforce Consumer Goods Cloud Consultant demonstrates expertise in configuring data for effective operations. Proficiency is measured in areas such as Action Plan Setup, Planogram Setup, Product Setup, Promotion Setup, Retail Store KPI Setup, and Store Setup. Consultants must show the ability to configure these elements to ensure accurate and actionable data supports retail activities.
Topic 5	• Platform: This topic tests familiarity with Salesforce platform features relevant to Consumer Goods Cloud, focusing on mobile capabilities that enhance field operations. The Salesforce Consumer Goods Cloud Consultant must understand platform functionalities that optimize user experience and support operational efficiency.

Salesforce Consumer Goods Cloud is a powerful platform that enables organizations to streamline their sales operations, improve their customer engagement, and gain greater visibility into their business processes. It is designed to help consumer goods companies manage their field sales, key accounts, and retail execution processes all in one place. By earning this certification, professionals can demonstrate their knowledge and skills in using this platform to drive business growth and success.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q67-Q72):

NEW QUESTION # 67
When creating a new page for the Consumer Goods Cloud mobile application, what components are available to be added?

- A. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding
- B. Quip Documents, Einstein Predictions, and Custom Object Task List
- C. Quip Documents, Einstein Predictions, and Price Optimization
- D. DEX Electronic Data Interchange(EDI), Custom Object Task List, and Customer Onboarding

Answer: B

Explanation:
Quip Documents, Einstein Predictions, and Custom Object Task List are three components that can be added to a new page for the Consumer Goods Cloud mobile application. These components provide additional functionality and information for users in the field. They are:
* Quip Documents, which allows users to access and collaborate on Quip documents within the app. Quip documents are cloud-based documents that can include text, images, spreadsheets, charts, and more.
* Einstein Predictions, which allows users to see predictions and recommendations from Einstein AI based on their data and actions. For example, users can see predictions for sales revenue, product demand, or visit outcomes.
* Custom Object Task List, which allows users to create and complete tasks related to custom objects within the app. Custom objects are objects that are defined and configured to suit specific business needs. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 40-41

NEW QUESTION # 68
Which two standard capabilities are available when executing a promotion check in the field?

- A. Viewing which products are included in the protection
- B. Marking the promotion as complete
- C. Changing the discounts on the products included in the promotion
- D. Changing the promotion planning dates
- E. Taking a photo of the promotion

Answer: A,E

Explanation:
A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store. When executing a promotion check in the field, two standard capabilities are available: viewing which products are included in the promotion and taking a photo of the promotion. These capabilities help to ensure compliance and capture evidence of promotional execution. Verified References:
[Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

NEW QUESTION # 69
With which object is the promotion object directly associated?

- A. Retail Store
- B. Retail Store Group
- C. Products
- D. Promotion Channel

Answer: C

Explanation:
The Promotion object is directly associated with the Promotion Channel, which links promotional activities to specific channels and locations for execution.

NEW QUESTION # 70
Which of the following represent the three ways of performing a promotion check during an in-store visit?

- A. Unit Promotion, Product Category, and Product Coupons
- B. General Promotion, Individual Product, and Product Category
- C. Clearance Promotion, Volume Promotion, and Product Coupons
- D. Individual product, Product Coupons, and Volume Promotion

Answer: B

Explanation:
A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store.
There are three ways of performing a promotion check during an in-store visit:
* General Promotion, which checks if any promotion is running at the store, regardless of the product or category involved.
* Individual Product, which checks if a specific product is part of a promotion at the store.
* Product Category, which checks if a group of products that belong to the same category are part of a promotion at the store.
Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

NEW QUESTION # 71
Which three standard components are available for Assessment Task record pages when configuring Consumer Goods Cloud app screens?

- A. Inventory Check
- B. Cart Review
- C. In Store Products
- D. Promotion Details

- E. Promotion List

Answer: A,C,E

NEW QUESTION # 72
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