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## AAPC CPC Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Identify the information in appendices of the CPT® code book</li> <li>List the major features of HCPCS Level II codes</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Apply coding conventions when assigning diagnoses and procedure codes</li> <li>Identify the purpose of the CPT®, ICD-10-CM, and HCPCS Level II code books</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Code a wide variety of patient services using CPT®, ICD-10-CM, and HCPCS Level II codes</li> <li>Explain the determination of the levels of E</li> <li>M services</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Provide practical application of coding operative reports and evaluation and management services</li> <li>Understand and apply the official ICD-10-CM coding guidelines</li> </ul>

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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q79-Q84):

### NEW QUESTION # 79

Northern Trail Outfitters (NTO) has a 7-tier product hierarchy that they use to track products in their Enterprise Resource Planning (ERP) platform. Assuming this functionality is available in the Consumer Goods Cloud, what should a consultant at NTO determine which tier of data contains the information required to set up products in Consumer Goods Cloud INTO wishes to measure share-of-shelf?

- A. Which tier has the data you trust most?
- B. What tier has data describing the product with?
- C. There is no need to ask a question choose level 7
- **D. Which tier describes stock keeping units (SKL)?**

**Answer: D**

Explanation:

A consultant at NTO should determine which tier of data contains the information required to set up products in Consumer Goods Cloud by asking which tier describes stock keeping units (SKU). A SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. SKU is the level of data that is needed to measure share of shelf, which is the percentage of space occupied by a product or brand on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 19.

### NEW QUESTION # 80

Alpine, a Consumer Goods company, is launching a new division dedicated to fresh baked breads delivered to restaurants and groceries. In an effort to move product rapidly and pick up new clients they need to extend their current customer onboarding process to allow field reps to onboard new customers while on their daily route. Which option is a best practice to complete this requirement ?

- A. Create an opportunity and use CPQ to send the restaurant manager an enticing quote
- B. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- C. Ask the potential customer to navigate to the Alpine website built on Commerce Cloud to place their first order. Use the Commerce Cloud to Consumer Goods Cloud connector to complete the order
- **D. Use the Click2Create function to pull the Point of interest data from maps directly to the address fields and attached follow up case or lead to onboard the outlet on an onboarding journey**

**Answer: D**

Explanation:

The Click2Create function is a feature of Consumer Goods Cloud that allows a field rep to create a new retail store record from the mobile app by tapping on a point of interest on a map. This function automatically fills in the address fields with the data from the map and also allows the field rep to attach a follow up case or lead to onboard the outlet on an onboarding journey. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34-35.

### NEW QUESTION # 81

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

- A. The model is created automatically by Einstein based on uploading the perfect image
- B. The model is created via crowdsourcing of images available via public copyright licenses
- **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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

#### NEW QUESTION # 82

Universal Containers is using Communications Cloud for their B2B use cases. They have an integration with a legacy stack that will handle network provisioning and billing. As part of their Order Management process they have to send the customer data to the legacy app, which in turn provisions billing.

What should a Consultant recommend to make this callout easier to configure, easier to maintain, and performant?

- A. Model the customer data as multi picklist attributes within the cart and create Decomposition relationships accordingly to send the right information within the callout tasks.
- B. Model the customer data to Technical Products along with other Products and Services and create Decomposition relationships accordingly to send the right information within the callout tasks.
- **C. Model the customer data as fields on Order and pass the fields along with the other attributes to the payload.**
- D. Create a custom integration adapter to fetch the customer info and pass it to the payload that will be sent to the external application.

**Answer: C**

Explanation:

In Communications Cloud, integrations performed during Order Management—especially callouts for provisioning, billing, and customer synchronization—should use the Order object as the primary integration payload source. Salesforce's public Order Management design principles specify that customer data required for external provisioning should be modeled directly on the Order when the data is stable, required frequently, and does not belong to technical products.

This approach offers:

Simple configuration (fields on Order object rather than product attributes) High maintainability, because administrators can adjust mappings without changing product models or decomposition rules Performance efficiency, as Order-based callouts do not require deep decomposition navigation or attribute inheritance logic Clear separation of commercial vs. technical data, one of the core EPC principles Options C and D introduce unnecessary complexity. Customer data does not belong on Technical Products (C) nor should it be modeled as multi-picklist cart attributes (D), as these degrade performance and complicate decomposition. A custom adapter (A) adds code and contradicts Salesforce's declarative-first approach.

#### NEW QUESTION # 83

Which field is required for setting up Retail Store KPIs?

- A. Promotions
- **B. KPI Type**
- C. Effective to
- D. Retail Store Group

**Answer: B**

Explanation:

KPI Type is a required field for setting up Retail Store KPIs. Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. The KPI Type defines the type of metric that is being measured, such as share of shelf, out of stock, or promotion compliance. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30.

#### NEW QUESTION # 84

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