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Salesforce Consumer Goods Cloud Accredited Professional exam covers a range of topics, including salesforce fundamentals, consumer goods cloud features and functionalities, retail execution, field sales management, and key account management. It is a comprehensive exam that tests the candidate's knowledge and skills in using the platform to solve real-world business problems. By passing Consumer-Goods-Cloud-Accredited-Professional Exam, professionals can demonstrate their ability to use Salesforce Consumer Goods Cloud to achieve business objectives and drive success in the consumer goods industry.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27
Universal Containers (UC) is implementing Communications Cloud. One of the KPIs for their digital transformation is to reduce time-to-market for new products and product changes since it currently takes them three months end-to-end to launch a new product.
Which two actions will help measure product time-to-market in Communications Cloud?

- A. Create a Salesforce Report on the Product object to track the product time-to-market
- B. Leverage the EPC Project functionality to track the product related configurations
- C. Create a Product Time-To-Market app from a template in CRM Analytics to track the product time-to-market
- D. Create a Salesforce Report on the EPC Project object to track the product time-to-market

Answer: B,D

Explanation:
Salesforce Communications Cloud includes the Enterprise Product Catalog (EPC), which provides a structured and measurable approach to product lifecycle management. To track and measure time-to-market, Salesforce recommends leveraging the EPC Project framework, which is specifically designed to manage, bundle, and monitor product-related changes-from initial design through testing and deployment.
Option A: Leverage the EPC Project functionality
EPC Projects act as containers for all product modifications, including Product Specifications, Pricing, Rules, Attributes, and Versions. They include timestamps for creation, modification, approval, and deployment. Public Salesforce EPC guidance highlights Projects as the recommended mechanism for governance, visibility, and tracking across the product lifecycle. EPC Projects therefore provide the primary dataset required to calculate time-to-market (TTM).
Option C: Create a Salesforce Report on the EPC Project object
Because EPC Project records store metadata about the start, modification, and completion dates of product work, Salesforce Reports on the EPC Project object allow UC to measure cycle times directly. Using reporting tools, UC can track KPIs such as:
Time from Project creation to approval
Time from design to activation
TTM per product type or product launch initiative
Delays in approval or deployment
Why not B or D?
B (CRM Analytics template) - Salesforce does not provide a predefined "Product Time-To-Market" app template specific to EPC, and TTM cannot be measured solely from analytics without EPC Project metadata.
D (Reporting on Product object) - Product records themselves do not reflect lifecycle timestamps or governance workflows, so they cannot measure TTM accurately.

NEW QUESTION # 28
Universal Shipping (US) uses Communications Cloud and has built multiple OmniScripts and FlexCards to calculate freight charges and provide delivery estimates. They also have a self-service site hosted on a third-party CMS. US wants the same experience on their off-platform site that they have in Salesforce, for their unregistered users.
Which two steps should a Consultant take to meet these requirements?

- A. Use OmniOut and add the existing OmniScript and FlexCards.
- B. Use a Canvas application to expose the OmniScript and FlexCards to unregistered users.
- C. Create a Lightning Out Project and use Javascript to load the Lightning Web Components (LWCs) into the external site.

- D. Use an integration user for the authentication with Salesforce to get the session token that will allow calls to Salesforce.

Answer: A,D

Explanation:
To expose OmniScripts and FlexCards outside Salesforce (third-party CMS), Salesforce supports OmniOut, which packages OmniScripts/FlexCards for external consumption.
Because external users are unregistered, a backend "integration user" must authenticate against Salesforce to get a session token.
✔ A - Required for authentication
✔ C - Use OmniOut for external CMS
Canvas and Lightning Out are not appropriate for OmniStudio components.
Thus A and C are correct.

NEW QUESTION # 29
With which object is the promotion object directly associated?

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

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 # 30
Which three standard components are available for Assessment Task record pages when configuring Consumer Goods Cloud app screens?

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

Answer: B,C,D

Explanation:
These components provide comprehensive information about promotions and inventory, vital for effective retail execution.

NEW QUESTION # 31
A Field Rep is having challenges measuring their share-of-shelf due to a recent change in packaging to a competitor's product, which makes their products look almost identical. When using Einstein, the competitor's product was marked incorrectly as the rep's product. What should the rep do to prevent this from happening in the future?

- A. Turn the competitor's products around and re-perform the check.
- B. Contact the manager to create a new planogram.
- C. Cancel the task and perform the planogram check manually.
- D. Edit product tags.

Answer: D

Explanation:
To prevent Einstein from marking the competitor's product incorrectly as their own product when measuring their share-of-shelf, the field rep should edit product tags. Product tags are labels that identify and count products in an image using Einstein Vision. Einstein Vision is a feature that uses artificial intelligence to detect and count objects in an image. By editing product tags, the field rep can

correct any errors or inaccuracies in the object detection process and ensure that their own products and their competitor's products are tagged correctly. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 32

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