

Consumer-Goods-Cloud-Accredited-Professional Relevant Questions - Valid Consumer-Goods-Cloud- Accredited-Professional Exam Experience

CONSUMER GOODS CLOUD TPM
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Exam Content covers up to: Winter '24 Release

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To become a Salesforce Consumer Goods Cloud Accredited Professional, candidates must pass a proctored exam. Consumer-Goods-Cloud-Accredited-Professional Exam consists of 60 multiple-choice questions, and candidates have 90 minutes to complete it. To pass the exam, candidates must score at least 68%, and the exam fee is \$200.

Salesforce Consumer Goods Cloud Accredited Professional exam is designed for professionals working in the consumer goods industry who want to showcase their expertise in implementing and managing Salesforce's Consumer Goods Cloud platform. Salesforce Consumer Goods Cloud Accredited Professional certification is ideal for individuals who are responsible for managing sales operations, improving customer engagement, and enhancing overall efficiency in the consumer goods industry.

>> **Consumer-Goods-Cloud-Accredited-Professional Relevant Questions** <<

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Salesforce Consumer Goods Cloud Accredited Professional Certification Exam is designed to validate the skills and knowledge of professionals who are involved in the consumer goods industry. Salesforce Consumer Goods Cloud Accredited Professional certification exam is intended for individuals who have experience in sales, marketing, and operations related to consumer goods. Consumer-Goods-Cloud-Accredited-Professional Exam is designed to test the candidates' understanding of the consumer goods industry and the role of Salesforce in it.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q112-Q117):

NEW QUESTION # 112

ABC Telecom offers advanced B2B connectivity products to companies with multiple service accounts, hundreds of quotes, and an average of 1,000 line items per quote.

Which application suite supports this scenario?

- **A. Enterprise Sales Management**
- B. Advertising Sales Management
- C. Subscriber Lifecycle Management
- D. Mobile Subscription Management

Answer: A

Explanation:

In Salesforce Industries (formerly Vlocity), large-scale B2B quoting scenarios-especially those involving multiple service accounts, hundreds of simultaneous quotes, and high-volume line-item configurations-are supported by the Enterprise Sales Management (ESM) application suite. Public Salesforce Industries resources describe ESM as the solution specifically engineered for complex B2B sales cycles, high-volume quoting, and enterprise-level product configuration.

ESM extends the functionality of Industries CPQ to support "high-line-item quoting environments," allowing sales teams to manage thousands of products, hierarchical product bundles, account-specific pricing, and approval workflows. It is optimized for organizations selling advanced connectivity solutions, WAN, MPLS, SD-WAN, Dedicated Internet, and other enterprise-grade telecom services-exactly the type of offerings ABC Telecom delivers.

Salesforce's public feature descriptions highlight that ESM supports:

Large quoting volumes (hundreds of quotes per customer)

Complex commercial hierarchies (B2B enterprise accounts with multiple service locations) Scalable CPQ performance for 1,000+ line items Enterprise contract, pricing, and proposal workflows Multi-site, multi-service configuration Other choices do not fit:

Advertising Sales Management focuses on media/advertising inventory buys.

Mobile Subscription Management is for B2C mobile postpaid/prepaid subscriptions.

Subscriber Lifecycle Management manages consumer subscriber journeys, not enterprise B2B quoting.

Thus, for ABC Telecom's enterprise customer scenario with large, complex quotes, Enterprise Sales Management is the correct and Salesforce-aligned solution.

NEW QUESTION # 113

How can an Account Manager visualize store visits in their territory for the day by their current status?

- A. By creating a Map Layer using retail store search filters by status and color code the markers by status
- **B. By creating a map layer using visits as the base object and color code the markers by status**
- C. By creating a map layer using retail store as the base object and represent the markers by shape
- D. By creating a map layer using accounts as a base object and color code the markers by status

Answer: B

Explanation:

To visualize store visits in their territory for the day by their current status, an Account Manager can create a map layer using visits as the base object and color code the markers by status. A map layer is a visual representation of data on a map that can be filtered and customized. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. The status of a visit indicates whether it is planned, in progress, completed, or canceled. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.

NEW QUESTION # 114

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The tester did not have the Lightning Retail Execution Plus Permission Set added
- B. The tester is outside the geofence for the store
- C. The KPIs are too extreme and causing the system to fail
- **D. The tester did not have the lightning direct store delivery Permission Set added**

Answer: D

Explanation:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

NEW QUESTION # 115

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) using M:1 decomposition pattern. Set Scope field on the technical product definition 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 distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the CFS technical product to 'Downstream Order Item'.
- **D. 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'.**

Answer: D

NEW QUESTION # 116

Which step is required to link an Action Plan to a Visit record?

- A. Create an Action Plan based on the template where the template owners are the Sales Reps.
- B. Activate the Visit to generate Action Plan Tasks.
- C. Activate the Action Plan.
- **D. Create an Action Plan Template by specifying Visit' as the target object and publish it.**

Answer: D

Explanation:

To link an Action Plan to a Visit record, the first step is to create an Action Plan Template by specifying Visit' as the target object and publish it. An Action Plan Template is a template that defines the tasks and steps for an action plan. An action plan is a set of tasks that need to be completed for a specific purpose or goal. A visit is an object that represents a scheduled or unscheduled

