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The CGCAP certification is ideal for professionals working in the consumer goods industry, including sales managers, account managers, marketers, and business analysts. Salesforce Consumer Goods Cloud Accredited Professional certification validates the knowledge and skills required to utilize Salesforce's Consumer Goods Cloud platform to its fullest potential. With this certification, professionals can demonstrate their expertise and enhance their career prospects by showcasing their knowledge of the platform and its capabilities.

Salesforce Consumer Goods Cloud Accredited Professional Certification Exam is a comprehensive exam that requires a thorough understanding of the platform. Salesforce Consumer Goods Cloud Accredited Professional certification exam comprises of 60 multiple-choice questions and is timed for 105 minutes. Candidates must score 69% or higher to pass the exam. Salesforce Consumer Goods Cloud Accredited Professional certification is valid for two years and can be renewed by passing the latest version of the exam or completing related Trailhead modules. Salesforce Consumer Goods Cloud Accredited Professional certification exam can be taken online or in-person at a test center.

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

NEW QUESTION # 112

Universal Connect (UC) offers business internet to its customers. UC has two requirements: their business internet offers must be by region to provide competitive prices in each region, and customers must be able to see pricing before adding the product to the Industries CPQ cart.

What are two ways a consultant can meet the business requirements?

- A. Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region.
- B. Add an Attribute to define the region on the business internet offers and use the Attribute-based Pricing Matrix.
- C. Create Promotions associated with Context Rules per region.
- D. Create multiple Price List Entries associated with Context Rules per region.

Answer: A,D

Explanation:

To meet the requirements of offering regional pricing and ensuring customers can see the correct price before adding the product to the cart (i.e., while browsing the catalog), the solution must rely on Context Rules that evaluate the customer's profile (Region) prior to product configuration.

B . Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region:

In Salesforce Industries (Communications Cloud) CPQ, Price Lists are the primary container for prices. You can create specific price lists for each region (e.g., "New York Price List," "Texas Price List") and use Context Rules to automatically assign the correct price list to the user's session based on their Account or Quote details (Region).

Because the Price List is selected before the product is viewed, the catalog automatically displays the price entries from that specific regional list, satisfying the visibility requirement.

D . Create multiple Price List Entries associated with Context Rules per region:

Alternatively, you can use a single global Price List but create multiple Price List Entries (PLEs) for the same "Business Internet" product (e.g., one entry for \$50, another for \$60).

You can apply Context Rules directly to these Price List Entries. When the catalog renders, the system evaluates the rules against the customer's context (Region) and filters the entries, showing only the one valid for that region.

This allows for granular control at the product price level without necessarily duplicating entire price lists.

Why A is incorrect: Attribute-based Pricing Matrices are typically used for calculating prices based on product attributes that a user selects during configuration (e.g., Speed, Color). Since the requirement is to see the price before adding to the cart (pre-configuration), and Region is a context of the customer not a feature they configure on the product, Context Rules (B & D) are the correct architectural choice.

NEW QUESTION # 113

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. 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
- B. 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

- C. Create an opportunity and use CPQ to send the restaurant manager an enticing quote
- D. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department

Answer: A

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

References: [Salesforce Consumer Goods Cloud Implementation Guide], page 34-35.

NEW QUESTION # 114

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. Cancel the task and perform the planogram check manually.
- B. Turn the competitor's products around and re-perform the check.
- C. Contact the manager to create a new planogram.
- 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 # 115

GreenTech, a Consumer Goods company wants to sell new products in a particular retail store Which Tableau CRM dashboard should they use to find opportunities to sell new products in a retail store location

- A. Account Insight
- B. White Space Analysis
- C. Sales Manager- Territory Performance
- D. Sales Rep Performance

Answer: B

Explanation:

White Space Analysis is a Tableau CRM dashboard that shows opportunities to sell new products in a retail store location. It analyzes the sales performance and product distribution across different stores and segments, and identifies gaps or white spaces where new products can be introduced or existing products can be expanded. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 116

How can admins review the performance of the Object Detection Model?

- A. By enabling Custom Object Detection
- B. By creating a Custom Object
- C. Through Detected Objects
- D. Through Einstein Bots

Answer: C

Explanation:

https://help.salesforce.com/s/articleView?id=sf.industries_einstein_object_detection_review_detected_objects.htm&type=5

Admins can review the performance of the Object Detection Model through Detected Objects, which are records that store the results of the object detection process. Detected Objects contain information such as the confidence score, the number of detections, and the bounding box coordinates for each object in an image.

Admins can use reports and dashboards to analyze the Detected Objects data and evaluate the accuracy and performance of the Object Detection Model. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 117

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