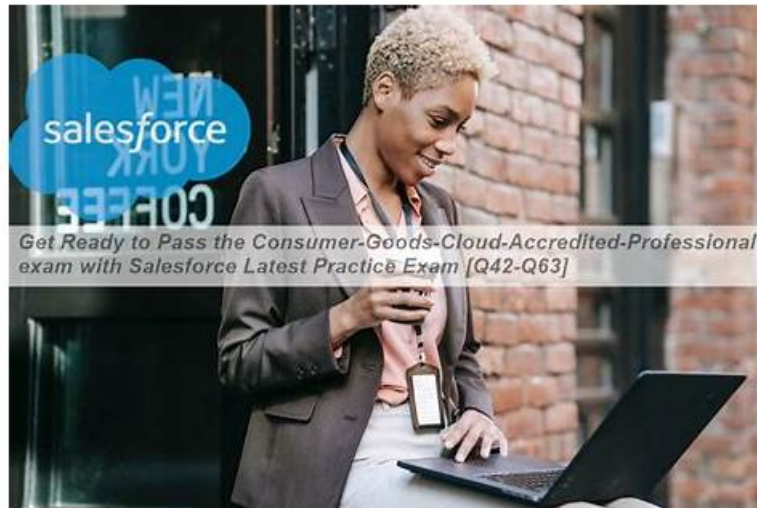


# Salesforce Consumer-Goods-Cloud-Accredited-Professional Reliable Exam Simulator: Salesforce Consumer Goods Cloud Accredited Professional - Fast2test 10 Years of Excellence



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Salesforce Consumer Goods Cloud Accredited Professional Exam is a comprehensive program that covers all aspects of the Consumer Goods Cloud. Consumer-Goods-Cloud-Accredited-Professional exam is designed to test the knowledge and skills of professionals who work with the platform on a daily basis. It covers topics such as sales management, account planning, and retail execution, and is designed to ensure that individuals who pass the exam are equipped with the knowledge and skills needed to help consumer goods companies achieve their business goals.

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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>Visit Planning: This topic measures the Salesforce Consumer Goods Cloud Consultant's ability to utilize analytics for smart visit planning, ensuring effective scheduling and routing. Skills in leveraging tools like Einstein Vision for merchandising compliance checks are critical to demonstrate optimization of field operations.</li> </ul>

Salesforce Consumer Goods Cloud Accredited Professional exam covers a range of topics related to the Consumer Goods Cloud, including managing accounts and contacts, creating and managing orders, managing product catalogs, and analyzing sales performance. Consumer-Goods-Cloud-Accredited-Professional Exam also tests candidates' knowledge of Salesforce best practices, industry trends, and regulatory requirements.

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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q51-Q56):

### NEW QUESTION # 51

Universal Containers (UC) is a Communications Cloud customer. They want to use the Communications Cloud CPQ solution for their residential B2C use case. Their main goal is to have a short sales process that lasts no more than three days. Since this is a B2C use case, users will buy the products directly or reach out to Agents to purchase the products for them. UC also wants to consider a flexible option for authenticated community users.

What should a Consultant propose to meet UC's requirements?

- A. Use Out of the Box Cart on Opportunity that creates Quote and then perform CPQ actions on Order, created from Quote.
- B. Use the Sales Process OmniScript that includes Lead, Opportunity, Quote, Order objects and perform CPQ actions on Quote Object.
- C. Create a Custom Buyflow (OmniScript) invoked from Account Object for Quote creation and perform CPQ actions on Quote Object.
- **D. Create a Custom Buyflow (OmniScript) invoked from Account Object for Order Creation and perform CPQ actions on the Order Object.**

**Answer: D**

Explanation:

For a residential B2C scenario in Communications Cloud, Salesforce recommends a short, direct sales flow that minimizes CRM steps like Leads and Opportunities. In B2C, the objective is usually to let customers (or agents on behalf of customers) configure,

price, and purchase in as few steps as possible, often closing within a single interaction or within a very short time window-well within UC's three-day target.

Communications Cloud provides a pattern where CPQ actions are performed directly on the Order object for B2C/B2B2C flows, especially when:

The sales cycle is short.

There is no need for complex pipeline management.

The customer is buying directly (web, community, call center).

Option C reflects this: a Custom Buyflow (OmniScript) is used as the guided selling UI, invoked in a way that works for agents and authenticated community users, and it operates directly on the Order as the commercial transaction record. CPQ logic (cart, pricing, validation, promotions) is executed on the Order, which aligns with standard B2C digital commerce patterns in Communications Cloud.

Option A and B introduce a heavier Lead → Opportunity → Quote → Order process, which is more appropriate for complex B2B sales and contradicts the "short sales process" requirement. Option D still centers the process on a Quote, which is typically used where negotiation or longer cycles are expected. For UC's fast B2C use case with direct or assisted buying, Order-centric CPQ via a Buyflow (OmniScript) is the recommended approach, making C the correct choice.

### NEW QUESTION # 52

Which two of the following allows a Consumer Goods Cloud user to review the vision detection accuracy?

- A. Goods Metrics
- B. Model Metrics
- C. Shelf Metrics
- D. Object Metrics
- E. Planogram Metrics

**Answer: B,C**

Explanation:

Shelf Metrics allow a user to review the vision detection accuracy by comparing the actual shelf image with the expected planogram image. Model Metrics allow a user to review the vision detection accuracy by showing the confidence score and the number of detections for each object in the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

QUES

### NEW QUESTION # 53

Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

- A. Divisional Manager
- B. Store Manager
- C. Category Manager
- D. Sales Manager

**Answer: D**

Explanation:

A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

### NEW QUESTION # 54

Which are the two primary use cases for performing an in-store survey?

- A. Gathering data on promotions, inventory requirements and product quality
- B. Gathering data on inventory reconciliation
- C. Gathering feedback from customers, consumers shoppers, and staff

- D. Saving time for the Field Rep [https://help.salesforce.com/s/articleView?id=sf.retail\\_concept\\_user\\_survey.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.retail_concept_user_survey.htm&type=5)
- E. Gathering point of sale data

**Answer: A,C**

Explanation:

Two primary use cases for performing an in-store survey are:

- \* Gathering feedback from customers, consumers, shoppers, and staff. An in-store survey can be used to collect feedback from various stakeholders who interact with the products or services offered by the consumer goods company. For example, an in-store survey can ask customers about their satisfaction, preferences, or suggestions; consumers about their awareness, perception, or loyalty; shoppers about their behavior, motivation, or barriers; and staff about their challenges, needs, or opinions.
- \* Gathering data on promotions, inventory requirements and product quality. An in-store survey can be used to collect data on various aspects of the product performance and availability in the retail store. For example, an in-store survey can ask about the compliance, effectiveness, or impact of promotions; the demand, supply, or replenishment of inventory; and the condition, quality, or issues of products

### NEW QUESTION # 55

Which three setup steps should the salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- **A. Assign the Lightning Direct store Delivery permissions set to the user**
- B. Define Assessment Indicator Definitions for Delivery task
- **C. Create an action plan template with a Delivery Task and assign it to a Visit**
- D. Change the Action Plan Type Delivery
- **E. Assign the Action Plans permission set to the Sales Manager .**

**Answer: A,C,E**

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:

- \* Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.
- \* Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.
- \* Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

### NEW QUESTION # 56

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