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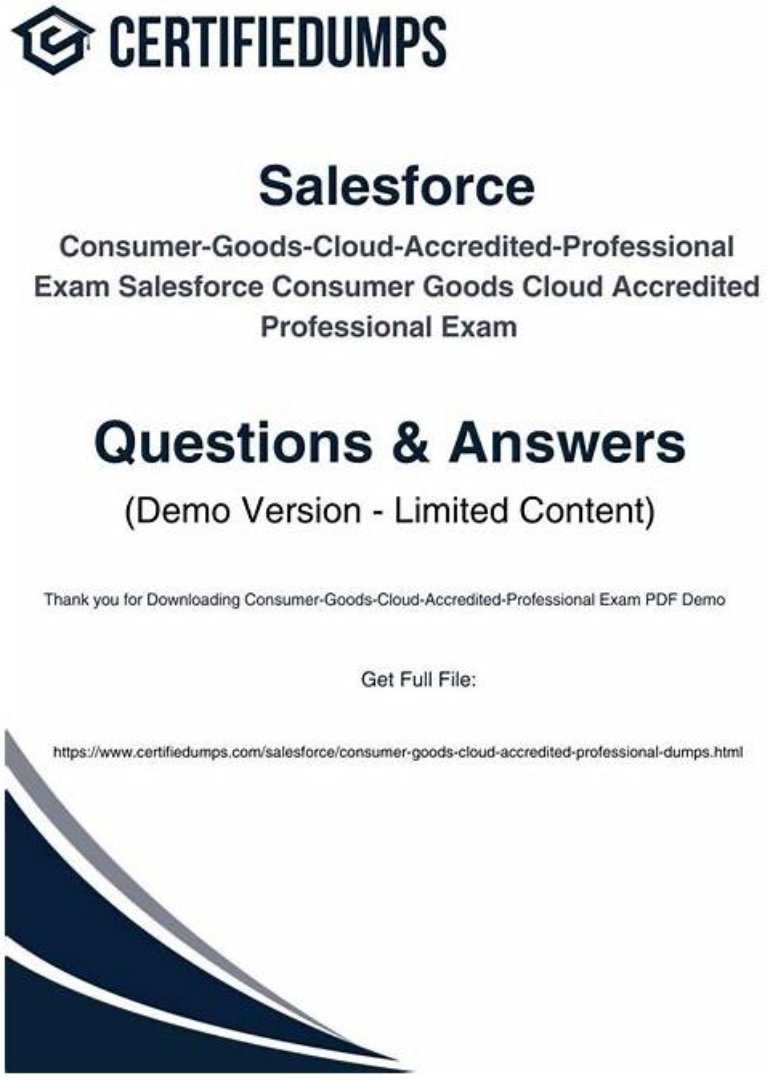

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Salesforce Consumer Goods Cloud Accredited Professional Certification Exam is a comprehensive exam that requires a thorough understanding of the platform. Salesforce Consumer Goods Cloud Accredited Professional certification exam comprises of 60 multiple-choice 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.

The Salesforce Consumer Goods Cloud Accredited Professional certification exam covers various topics related to consumer goods, such as account and contact management, order management, pricing, promotions, and trade promotions. It also covers

topics related to Salesforce's Consumer Goods Cloud, such as data modeling, data management, and reporting. Consumer-Goods-Cloud-Accredited-Professional Exam is designed to test the candidate's knowledge of Salesforce's best practices and its applications to the consumer goods industry.

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Salesforce Consumer Goods Cloud Accredited Professional (CGCAP) Certification Exam is designed to validate the knowledge and skills of professionals in the consumer goods industry who work with Salesforce's Consumer Goods Cloud platform. Consumer-Goods-Cloud-Accredited-Professional Exam covers a range of topics such as account and opportunity management, retail execution, and trade promotions management. Salesforce Consumer Goods Cloud Accredited Professional certification demonstrates that the individual has a deep understanding of the platform and can effectively use it to drive business growth.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q85-Q90):

NEW QUESTION # 85
Which statement is true about action plan templates?

- A. Action plan templates can have multiple planogram, inventory and promotion checks
- B. Action plan templates are ready to use after saving
- C. Action plan templates are not extensible through Apex
- D. Action plan templates can have multiple orders and delivery tasks

Answer: A

Explanation:
Action plan templates can have multiple planogram, inventory and promotion checks, which are predefined tasks that can be assigned to field reps to perform during their store visits. These tasks help to ensure compliance and optimize product placement and availability. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 26-27.

NEW QUESTION # 86
Which object is connected to Action Plan?

- A. Visit
- B. Retail Store
- C. Action Plan Template item
- D. Assessment Task

Answer: A

Explanation:
An action plan is connected to a visit, which represents a scheduled or unscheduled interaction between a field rep and a retail store. A visit can have one or more action plans associated with it, depending on the tasks that need to be completed during the visit. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

NEW QUESTION # 87
A B2B communications company routinely manages intricate product configurations with over 1000 line items, leading to notable operational complexities. The company is concerned about the performance and scalability of the solution as the order volume is

expected to increase progressively.
Which Salesforce Communications Cloud solution would you recommend to streamline the configure, price, and quote (CPQ) process and address the customer's performance and scalability concerns?

- A. Large Account Sales Management
- B. Multiplay Subscription Management
- C. Multi-site CPQ
- D. Explanation:
  For B2B telecom companies dealing with complex configurations exceeding 1000 line items, the only Salesforce Communications Cloud solution purpose-built for performance, scalability, and large enterprise quoting is Enterprise Sales Management (ESM).
  ESM enhances the CPQ experience by supporting:
  Extremely high cart volumes (hundreds to thousands of lines)
  Multi-site, multi-location enterprise networks
  Enterprise-grade discounting and contract structures
  Scalable pricing, validation, and asset handlings
  Better separation of commercial vs. technical configurations
  Options A, C, and D do not address enterprise-scale CPQ needs with thousands of line items. Large Account Sales Management focuses on account planning, not CPQ performance. Multiplay Subscription Management and Multi-site CPQ do not solve the scalability challenge.
  TION NO: 2
  Northern Trail Outfitters (NTO) is expanding quickly and wants to improve their reps productivity. Business leadership has expressed their desire to leverage Salesforce Einstein Vision to accomplish this. What are the three recommended steps for setting up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf?
  A. Setup in store location and associate planogram
  B. Enable Einstein Object Detection
  C. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
  D. Define planogram check task
  E. Train Einstein Vision Models with marketing images of products to yield optimal results
- E. Enterprise Sales Management

Answer: E

Explanation:
These steps are essential in setting up Einstein Vision for automatic product detection on shelves, involving enabling the feature, defining relevant tasks, and training the models with appropriate product images.

NEW QUESTION # 88
How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

- A. The photos Inked to the asset record
- B. The photo is sent directly to the manager's email
- C. The photo is linked to the visit record
- D. The photo is linked to the asset check task

Answer: A

Explanation:
Field Sales Managers can access photos taken by Field Reps of defective in-store assets through the asset record to which the photos are linked. This provides a direct association between the asset and its condition.

NEW QUESTION # 89
A B2B telecommunications company uses Communications Cloud to sell technically complex products. Their operations team faced order fallouts due to incorrect configurations of the quotes. At the same time, their sales team said that it takes too much time to educate a new account executive due to the product's complexity, and even after studying, it doesn't prevent mistakes in the quotes. What two options need to be implemented to improve the current situation?

- A. Implement the Guided Sales using OmniScripts.
- B. Configure Advanced Rules to validate the quote configuration.

- C. Configure steps in the Order Fulfillment process to guide the product configuration.
- D. Create an order validation task in the Order Fulfillment process.

Answer: A,B

Explanation:
The company is facing:
Order fallouts → misconfigured services
High training effort for new sales reps
Complex product configurations
To solve this:
✔ B. Advanced Rules
Advanced Rules validate complex commercial configurations before the quote is finalized. They prevent invalid combinations or missing configurations, eliminating fallouts in Orders and Fulfillment.
✔ D. Guided Selling with OmniScripts
Guided selling wizards simplify journeys for sales reps by:
Reducing clicks
Hiding complexity
Asking only relevant questions
Auto-configuring offers
Reducing training time significantly
Why the others are wrong:
A: Order Fulfillment steps affect fulfillment, not quoting.
C: An "order validation task" fixes issues after quoting-too late and inefficient.

NEW QUESTION # 90
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