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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q14-Q19):

NEW QUESTION # 14

With which object is the promotion object directly associated?

- A. Products
- B. Retail Store Group

- C. Retail Store
- D. Promotion Channel

Answer: A

Explanation:

The Promotion object is directly associated with the Promotion Channel, which links promotional activities to specific channels and locations for execution.

NEW QUESTION # 15

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. Multi-site CPQ
- C. Enterprise Sales Management
- D. Multiplay Subscription Management

Answer: C

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.

NEW QUESTION # 16

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

Answer: D

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 # 17

Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

- A. Use a promotion check task with apex
- B. Use a custom task with flow
- C. Use a custom task with apex
- D. Use an inventory check task with flow

Answer: D

Explanation:

This approach allows for an efficient and code-minimal way to check compliance of high-value assets in stores and trigger correction action plans based on Boolean values.

NEW QUESTION # 18

United Telecom's current system architecture has a credit check integration between Salesforce and a credit reporting agency. What Communications Cloud capability must be recommended to enable that integration in the future state?

- A. OmniStudio
- B. Enterprise Product Catalog
- C. Configure Price Quote
- D. Order Management

Answer: A

Explanation:

In the future-state Communications Cloud architecture, integrations such as real-time credit checks must be performed using an adaptive, low-code, API-driven layer. Salesforce's recommended capability for this is OmniStudio-specifically Integration Procedures and DataRaptors-which provide:

Highly performant server-side callouts

Ability to orchestrate multiple APIs in a single transaction

Transformation, mapping, and response handling

Reusability across Digital Commerce, CPQ, and Order Management

Zero Apex requirement

Order Management (B) handles fulfillment orchestration, not customer qualification or credit checks. CPQ (A) performs configuration and pricing logic. EPC (D) is catalog-only and does not manage integrations.

Thus, OmniStudio is the correct capability for credit check integrations.

NEW QUESTION # 19

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