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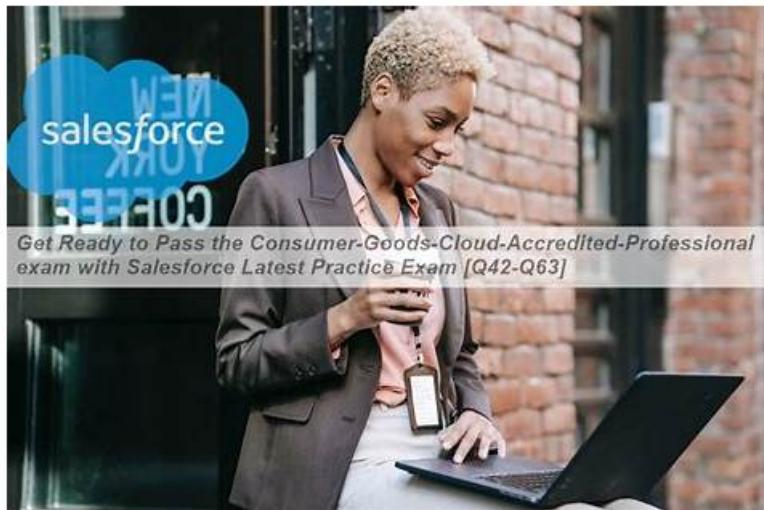
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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q49-Q54):

NEW QUESTION # 49
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. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- B. Define planogram check task
- C. Train Einstein Vision Models with marketing images of products to yield optimal results
- D. Enable Einstein Object Detection
- E. Setup in store location and associate planogram

Answer: A,C,D

Explanation:
To set up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf, the following steps are recommended:
Enable Einstein Object Detection, which is a feature that allows you to detect and count multiple objects within an image.
Upload the training pictures as attachments to the planogram for Einstein Object Detection to work. A planogram is a visual representation of how products should be arranged on a shelf. The training pictures should show the actual shelf images with the products labeled and annotated.
Train Einstein Vision Models with marketing images of products to yield optimal results. Marketing images are high-quality images that show the product details clearly and consistently. Training with marketing images can improve the accuracy and performance of the object detection models. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 50
Which step is required to link an Action Plan to a Visit record?

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

Answer: A

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 interaction between a field rep and a retail store. By specifying Visit as the target object, the Action Plan Template can be linked to any visit record that matches the criteria defined in the template. By publishing the template, the Action Plan Template becomes available for use. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

NEW QUESTION # 51
A large Tier-1 telco with 20 million subscribers needs to move all of their customer data from a legacy system onto Communications Cloud. The team has discovered it could take a long time to migrate all the data over.
Which approach should the fulfillment designer recommend as the migration strategy to ensure that the company is able to process all the orders uninterrupted through the Salesforce platform during migration?

- A. Disable the production system during off peak hours and migrate the data from the old system to the new system until all data has been migrated. Ensure that both the new and old system are online during peak hours.
- B. Migrate data on-demand as orders are raised through the Salesforce interface and implement a bulk migration strategy.
- C. Partition the data into logical blocks and run the migration in multiple stages over time, allowing for on-demand migration while the staged migration occurs.
- D. Partition the data into logical blocks and run the migration in multiple stages over time, allowing for on-demand migration and direct requests of non-migrated data to the legacy system.

Answer: C

Explanation:
For a Tier-1 Telco with a massive data volume (20 million subscribers), a "Big Bang" migration (shutting down and moving everything at once) is impossible due to the required downtime and risk. The Consultant must recommend a Hybrid Migration Strategy that ensures business continuity.
Staged/Partitioned Migration (The "Bulk" Strategy):
To handle the 20 million records, the data must be partitioned into logical blocks (e.g., by Region, Billing Cycle, or Account Status).

These blocks are migrated in multiple stages (batches) over time in the background. This minimizes system load and allows for validation at each stage.

This aligns with the prompt's requirement to address the "long time to migrate." On-Demand / Just-In-Time (JIT) Migration (The "Continuity" Strategy):

The critical requirement is to process orders "uninterrupted through the Salesforce platform".

If a customer whose data has not yet been migrated calls to place an order, the system cannot tell them to wait.

Instead, the system must perform an On-Demand (Just-In-Time) migration for that specific customer record immediately, bringing their asset data into Salesforce so the order can be captured and processed within Salesforce.

Why other options are incorrect:

A (Disable production): Impossible for a Tier-1 Telco; downtime for 20M records would be unacceptable.

B (Direct requests to legacy): This violates the requirement to process orders through the Salesforce platform. Relying on the legacy system for active orders creates a "split brain" scenario and prevents Salesforce from becoming the system of record.

C (Migrate on-demand...): While partially correct, Option D is the better architectural answer because it explicitly defines the Partitioning/Staging strategy required to manage the bulk volume, whereas C is less specific about how the background migration is handled.

NEW QUESTION # 52

A consultant for Northern Trail Outfitters (NTO) company advises NTO to leverage Visit Recommendations for the field team. Which build option ensures the strategy is scalable to meet the requirements of NTO?

- A. Build the strategy using an Apex class.
- B. Build the strategy using Flow Builder.
- C. Build the strategy using Process Builder.
- D. Build the strategy using Workflows.

Answer: B

Explanation:
Flow Builder is a scalable and flexible tool for building visit recommendation strategies, allowing for customization and adaptation to meet NTO's specific needs.

NEW QUESTION # 53

Which KPIs can be derived using Planogram detection?

- A. Out of Stock, Share of Shelf, SKU Facings
- B. Out of Stock, Shelf Size, SKU Facings
- C. Out of Stock, Share of Shelf, Brand Facings
- D. Out of Stock, Shelf Size, Brand Facings

Answer: A

Explanation:
Out of Stock, Share of Shelf, and SKU Facings are three KPIs that can be derived using Planogram detection. A Planogram is a visual representation of how products should be arranged on a shelf. Planogram detection is a feature that uses Einstein Vision to compare the actual shelf image with the expected planogram image and calculate metrics such as:
Out of Stock, which measures the percentage of products that are missing from the shelf.
Share of Shelf, which measures the percentage of space occupied by a product or brand on a shelf.
SKU Facings, which measures the number of times a product SKU is visible on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 54

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