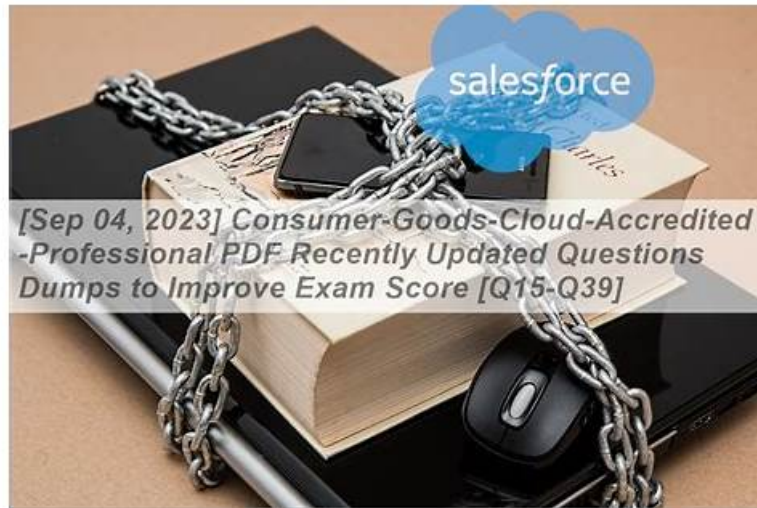


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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q36-Q41):

### NEW QUESTION # 36

Which three statements are Correct about Store Products?

- A. Store products are required for Promotion check task to work
- B. Store Products are required for Inventory Check Task to work
- C. Store Products are required to search and scan functionality in the Inventory Check Task
- D. Store Products are automatically When shipment related tasks are completed
- E. Store Products drive the order capture functionality.

**Answer: B,C,E**

### NEW QUESTION # 37

A developer has modified the EPC price amount of one mobile device using the Product Designer from Communications Cloud. After the price has been changed, the developer wants to check the previous EPC price amount to track pricing metrics and get some forecast metrics.

How can the developer check the previous price amount on the mobile device?

- A. Using EPC project feature checking the changes done for the defaulted project after having enabled the feature
- B. Using the versioning feature and comparing the prices for the versioned product after having enabled the feature
- C. Creating a new custom field on Price List Entry and populating it with a trigger that was created before changing the price
- D. Using Price List Entry History checking the changes done after having enabled Track Field History on Price List Entry object

**Answer: D**

Explanation:

To track pricing changes, Salesforce recommends enabling Field History Tracking on Price List Entry, which logs:

Old price

New price

User

Time of change

This is the simplest way to review previous pricing.

Why others are wrong:

A requires custom triggers-not recommended.

C EPC Project history tracks metadata changes, not price list values.

D Versioning is for product specifications, not PLE prices.

### NEW QUESTION # 38

How can an Account Manager visualize store visits in their territory for the day by their current status?

- A. By creating a map layer using visits as the base object and color code the markers by status
- B. By creating a map layer using accounts as a base object and color code the markers by status
- C. By creating a Map Layer using retail store search filters by status and color code the markers by status
- D. By creating a map layer using retail store as the base object and represent the markers by shape

**Answer: A**

Explanation:

To visualize store visits in their territory for the day by their current status, an Account Manager can create a map layer using visits as the base object and color code the markers by status. A map layer is a visual representation of data on a map that can be filtered and customized. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. The status of a visit indicates whether it is planned, in progress, completed, or canceled. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.

### NEW QUESTION # 39

Which two standard capabilities are available when executing a promotion check in the field?

- A. Changing the discounts on the products included in the promotion

- B. Changing the promotion planning dates
- C. Taking a photo of the promotion
- D. Viewing which products are included in the protection
- E. Marking the promotion as complete

**Answer: C,D**

Explanation:

A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store. When executing a promotion check in the field, two standard capabilities are available: viewing which products are included in the promotion and taking a photo of the promotion. These capabilities help to ensure compliance and capture evidence of promotional execution. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

#### **NEW QUESTION # 40**

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Assessment Task Definition
- B. Assessment Indicator Definition
- C. Retail Store KPI
- D. Delivery Tasks

**Answer: B**

Explanation:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

#### **NEW QUESTION # 41**

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