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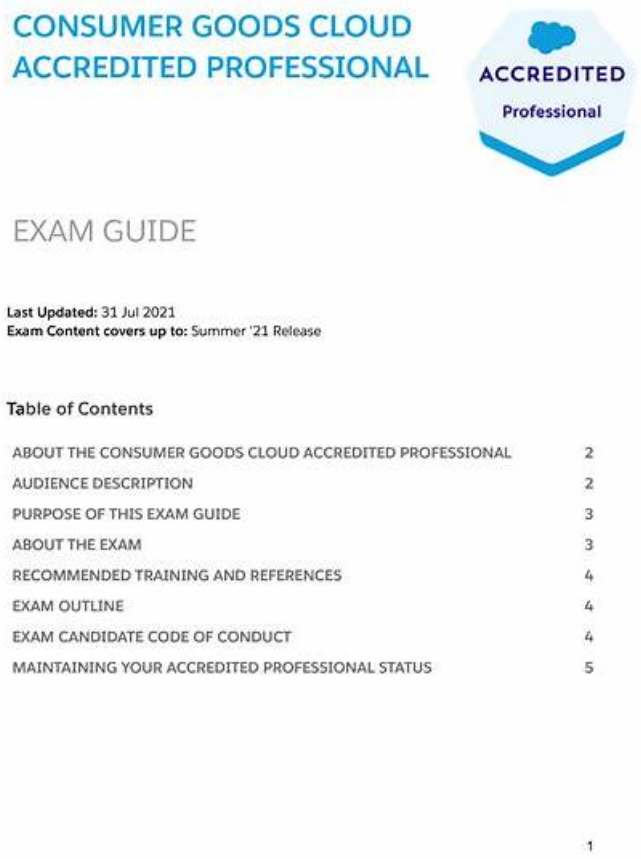

CONSUMER GOODS CLOUD ACCREDITED PROFESSIONAL

ACCREDITED Professional

EXAM GUIDE

Last Updated: 31 Jul 2021
Exam Content covers up to: Summer '21 Release

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q103-Q108):

NEW QUESTION # 103
Which Three actions should a System Admin perform to set up a survey assessment task in the Consumer Goods Cloud?

- A. Define Assessment Indicator Definition to capture within survey
- B. Create a Survey record using Salesforce survey application
- C. Define an Assessment Task Definition of type 'In-Store Survey'
- D. Generate survey invitations for the retail store 'Primary Contact'.
- E. Create a Retail Store KPI record of 'Survey Type'

Answer: A,B,C

Explanation:
These steps enable the setup of survey assessment tasks in Consumer Goods Cloud, ensuring the surveys are well-defined and integrated with retail store activities.

NEW QUESTION # 104
Which of the following have promotions associated with them using the Consumer Goods Cloud Data Model?

- A. Promotion Channel, Retail Visit KPI, Assessment Task Definition and in Store Location
- B. Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI (Promotion Product, Promotion Product Categories, Promotion Channel)
- C. Promotion Channel, Retail Store KPI, Retail Visit KPI and Delivery Task
- D. Promotion Product, Retail Store KPI, Delivery Task and in Store Location

Answer: B

Explanation:
Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI are four objects that have promotions associated with them using the Consumer Goods Cloud Data Model. These objects help users to define, execute, and measure promotions in retail stores. They are:
Promotion Product, which represents a product that is part of a promotion.
Promotion Channel, which represents a channel or segment where a promotion is applicable.
Retail Store KPI, which represents a key performance indicator that measures how well a retail store is performing against a specific promotion goal or target.
Retail Visit KPI, which represents a key performance indicator that measures how well a field rep executed a promotion during a store visit. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

NEW QUESTION # 105
Which of the following are supported KPI Type values for Retail Store KPI records?

- A. Price
- B. Revenue
- C. Units
- D. Promotion
- E. Facing

Answer: B,C,E

Explanation:
In the Consumer Goods Cloud, Retail Store KPI records support various KPI types, including Units, Facing, and Revenue. These KPIs are critical for assessing retail performance.

NEW QUESTION # 106
When performing a search in an inventory check task which products are considered for the search?

- A. All products created by the user
- B. All products in the organization
- C. All products associated with the retail store
- D. All products owned by the user

Answer: C

Explanation:
When performing a search in an inventory check task, only the products that are associated with the retail store are considered for the search. This is because the inventory check task is designed to verify the availability and quantity of products in a specific store location. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28.

NEW QUESTION # 107
For flow based tasks, which two statement are correct?

- A. Retail Visit KPIs always need a corresponding Retail Store KPI.
- B. Retail Store KPIs are not needed, as long as an Assessment Indicator Definition is available within the flow to create the Retail Visit D KPI.
- C. Assessment Task IDs and Visit IDs are passed to the flow in a flow task.
- D. Flow based tasks should never be used for tasks that require a Retail Visit KPI.
- E. A Retail Store KPI is always needed and is passed to the flow in the variable Retail Store KPI.

Answer: C,E

Explanation:
These statements ensure that the necessary data, such as KPIs and IDs, are available within the flow for accurately performing and tracking flow-based tasks.

NEW QUESTION # 108
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