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Salesforce Consumer Goods Cloud is a powerful platform that enables organizations to streamline their sales operations, improve their customer engagement, and gain greater visibility into their business processes. It is designed to help consumer goods companies manage their field sales, key accounts, and retail execution processes all in one place. By earning this certification, professionals can demonstrate their knowledge and skills in using this platform to drive business growth and success.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q23-Q28):

NEW QUESTION # 23

Which Lightning component can an admin add to a Consumer Goods assessment task record page?

- **A. Inventory Check**
- B. In-Store Products Check
- C. Planogram Check
- D. Promotion Check

Answer: A

Explanation:

https://help.salesforce.com/s/articleView?id=sf.retail_task_admin_create_assessment_task_record_page.htm&type=5

Inventory Check is a Lightning component that can be added to a Consumer Goods assessment task record page by an admin. An assessment task is a type of action plan task that allows users to collect data and perform actions related to a retail store. An inventory check is a type of assessment task that allows users to verify the availability and quantity of products in a store. The Inventory Check component displays the products that are associated with the store and allows users to search, scan, and update the product information. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 40.

NEW QUESTION # 24

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 # 25

Product managers requested to make a brand new product available for the initial sale by account executives in Industries CPQ and support order fulfillment.

What are the two scope items to be included in the following sprints to meet the requirements?

- A. Orchestration Process for MACD
- **B. Product Model**
- **C. Decomposition Relationships**
- D. OmniScript for Guided Selling Process

Answer: B,C

Explanation:

To make a brand-new product available for Industries CPQ initial sale and support order fulfillment, two major work items must be completed:

B . Decomposition Relationships

These define how the commercial product breaks into technical products required for fulfillment. Without decomposition, Order Management cannot generate Fulfillment Request Lines.

D . Product Model

The product must be fully modeled in the Enterprise Product Catalog (EPC):

Product Spec

Attributes

Prices

Cardinality

Bundles

Incorrect options:

A . OmniScript is optional; CPQ can still operate via the Cart without custom OmniScripts.

C . MACD Orchestration is not needed for initial sale; only fulfillment of new orders is required at launch

NEW QUESTION # 26

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The KPIs are too extreme and causing the system to fail
- B. The tester is outside the geofence for the store
- C. The tester did not have the Lightning Retail Execution Plus Permission Set added
- **D. The tester did not have the lightning direct store delivery Permission Set added**

Answer: D

Explanation:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

NEW QUESTION # 27

Universal Containers (UC) is using Communications Cloud and would like to introduce a limited-time offer to their customers. The offer will be available on UC's website through DC APIs and once claimed, will give customers a 10% discount for three months. Which two options should a Consultant configure to meet this requirement?

- **A. Time Plan**
- B. Discount
- C. Offering
- **D. Promotion**

Answer: A,D

Explanation:

The requirement is to introduce a limited-time offer that is available on the website (digital channel/DC APIs) and, once claimed, grants a 10% discount for three months.

This is the definition of a Promotion that uses a Time Plan to define the duration of the discount.

Promotion (A):

In Salesforce Industries CPQ, a Promotion is the container entity used to define a marketing offer that modifies the price of a product (in this case, a 10% discount).

The Promotion entity is what is typically exposed to digital channels (like the website via DC APIs) for customers to claim or qualify for. The search results confirm that Promotions are used to "apply temporary changes to product pricing, bundles, and product structure".

Time Plan (B):

The Time Plan is a sub-feature of Promotions (or Price Lists) that defines the duration for which the commercial change (the 10% discount) is active.

The requirement states the discount is only for "three months." A Time Plan is specifically configured to start the discount upon activation and automatically end it after the defined period (3 months), ensuring the billing system correctly handles the price change back to the original rate.

D (Discount) is a result of the configuration, not the feature itself. The discount value (10%) is defined within the promotion.

C (Offering) is a synonym often used for a product or bundle, but it does not specify the limited-time discount mechanism required.

NEW QUESTION # 28

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