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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q99-Q104):

NEW QUESTION # 99

Which three Consumer Goods Cloud(CGC) objects are linked to the product2 object in the CGC data model?

- A. Assessment Task Product

- B. Assortment Product
- C. Store Product
- D. Promotion Product
- E. Delivery Product

Answer: B,C,D

Explanation:

Assortment Product, Promotion Product, and Store Product are three Consumer Goods Cloud objects that are linked to the product2 object in the CGC data model. These objects represent different aspects of products in relation to retail stores. They are: Assortment Product, which represents a product that is part of an assortment list for a retail store. An assortment list is a list of products that should be available in a store based on various factors, such as seasonality, demand, or strategy.

Promotion Product, which represents a product that is part of a promotion for a retail store. A promotion is an offer or incentive that aims to increase sales or awareness of a product or brand.

Store Product, which represents a product that is associated with a specific retail store location. A store product contains information such as the quantity, price, and availability of the product in the store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 19-20.

NEW QUESTION # 100

Alpine, a Consumer Goods company, is launching a new division dedicated to fresh baked breads delivered to restaurants and groceries. In an effort to move product rapidly and pick up new clients they need to extend their current customer onboarding process to allow field reps to onboard new customers while on their daily route. Which option is a best practice to complete this requirement ?

- A. Use the Click2Create function to pull the Point of interest data from maps directly to the address fields and attached follow up case or lead to onboard the outlet on an onboarding journey
- B. Create an opportunity and use CPQ to send the restaurant manager an enticing quote
- C. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- D. Ask the potential customer to navigate to the Alpine website built on Commerce Cloud to place their first order. Use the Commerce Cloud to Consumer Goods Cloud connector to complete the order

Answer: A

Explanation:

The Click2Create function is a feature of Consumer Goods Cloud that allows a field rep to create a new retail store record from the mobile app by tapping on a point of interest on a map. This function automatically fills in the address fields with the data from the map and also allows the field rep to attach a follow up case or lead to onboard the outlet on an onboarding journey. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 34-35.

NEW QUESTION # 101

Which statement is true about action plan templates?

- A. Action plan templates are not extensible through Apex
- B. Action plan templates can have multiple orders and delivery tasks
- C. Action plan templates can have multiple planogram, inventory and promotion checks
- D. Action plan templates are ready to use after saving

Answer: A

NEW QUESTION # 102

Items are not appearing in the delivery task. What object needs to be assigned to the user for the items to be listed

- A. Retail Store KPI
- B. Product Transfer
- C. Product
- D. Shipment

Answer: D

NEW QUESTION # 103

Universal Connect (UC) offers business internet to its customers. UC has two requirements: their business internet offers must be by region to provide competitive prices in each region, and customers must be able to see pricing before adding the product to the Industries CPQ cart.

What are two ways a consultant can meet the business requirements?

- A. Add an Attribute to define the region on the business internet offers and use the Attribute-based Pricing Matrix.
- B. Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region.
- C. Create multiple Price List Entries associated with Context Rules per region.
- D. Create Promotions associated with Context Rules per region.

Answer: B,C

Explanation:

To meet the requirements of offering regional pricing and ensuring customers can see the correct price before adding the product to the cart (i.e., while browsing the catalog), the solution must rely on Context Rules that evaluate the customer's profile (Region) prior to product configuration.

B . Create a Base Price List and Multiple Child Price Lists associated with Context Rules per region:

In Salesforce Industries (Communications Cloud) CPQ, Price Lists are the primary container for prices. You can create specific price lists for each region (e.g., "New York Price List," "Texas Price List") and use Context Rules to automatically assign the correct price list to the user's session based on their Account or Quote details (Region).

Because the Price List is selected before the product is viewed, the catalog automatically displays the price entries from that specific regional list, satisfying the visibility requirement.

D . Create multiple Price List Entries associated with Context Rules per region:

Alternatively, you can use a single global Price List but create multiple Price List Entries (PLEs) for the same "Business Internet" product (e.g., one entry for \$50, another for \$60).

You can apply Context Rules directly to these Price List Entries. When the catalog renders, the system evaluates the rules against the customer's context (Region) and filters the entries, showing only the one valid for that region.

This allows for granular control at the product price level without necessarily duplicating entire price lists.

Why A is incorrect: Attribute-based Pricing Matrices are typically used for calculating prices based on product attributes that a user selects during configuration (e.g., Speed, Color). Since the requirement is to see the price before adding to the cart (pre-configuration), and Region is a context of the customer not a feature they configure on the product, Context Rules (B & D) are the correct architectural choice.

NEW QUESTION # 104

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The economy played a big role in the organized retail crime Consumer-Goods-Cloud-Accredited-Professional and the resale market, says LaRocca, Let me share with you a real story about the sad realities of success.

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