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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q26-Q31):

NEW QUESTION # 26

Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

- A. By assigning the asset to a custom task type and make the distributors enter the delivered quality
- **B. By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).**
- C. By creating delivery tasks for the distributors and track the shipping document status
- D. By creating a report for store locations to monitor the on hand inventory

Answer: B

Explanation:

To keep track of the inventory of the samples in the field, Alpine can create delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU). A delivery task is a type of action plan task that allows a field rep to deliver products to a retail store. A product SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. By creating delivery tasks and monitoring product SKUs, Alpine can ensure that the distributors have enough samples to distribute and also track how many samples have been delivered to each store. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 27

ABC Cloud is using Communications Cloud's Order Management for provisioning and activations of services. As part of the integration with ERP, the ERP order identifiers are required to be saved in the synchronous response in the SFI order record for reference and troubleshooting purposes. A Consultant has started their design using existing Vlocity Process Libraries. What solution should the Consultant propose to save the ERP order identifiers back to the Salesforce order record?

- A. Configure GET ERP Order Callout task straight after the callout task that creates an order in ERP. Enhance the out-of-the-box integration adapter to process GET response from ERP and save returned ERP order identifier to SFI order record.
- B. Configure integration procedure in conjunction with Auto Task to perform CREATE order in ERP and process response to save returned ERP order identifiers using Load DataRaptor.
- C. Enhance OOTB integration adapter to process CREATE response from ERP and save returned ERP order identifier to SFI order record.
- **D. Configure the Response DataRaptor Bundle to process CREATE response from ERP and save returned ERP order identifier to SFI order record.**

Answer: D

Explanation:

For integrations where the provisioning/ERP system returns an external order ID in a synchronous response, Salesforce recommends using the Response DataRaptor Bundle of the Integration Procedure or Process Library.

The Process Library already includes patterns for handling:

Create Order callouts

Handling synchronous responses

Mapping response fields into Salesforce objects (e.g., SFI Order, Fulfillment records) You simply extend the Response DataRaptor to:

Extract ERP Order Identifier from the response payload.

Save it onto the corresponding Salesforce Order record for audit and troubleshooting.

Why other options are incorrect:

B: Auto Tasks are for async flows; the requirement is synchronous.

C: Enhancing the OOTB adapter is not recommended-declarative DR bundles should be used.

D: Creating a separate GET callout is unnecessary because the identifier is returned in the synchronous CREATE response.

Thus, A is the Salesforce-recommended approach.

NEW QUESTION # 28

Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

- A. Use a custom task with flow
- B. Use a promotion check task with apex
- C. Use an inventory check task with flow
- D. Use a custom task with apex

Answer: A

NEW QUESTION # 29

Universal Containers (UC) is a Communications Cloud customer. They want to use the Communications Cloud CPQ solution for their residential B2C use case. Their main goal is to have a short sales process that lasts no more than three days. Since this is a B2C use case, users will buy the products directly or reach out to Agents to purchase the products for them. UC also wants to consider a flexible option for authenticated community users.

What should a Consultant propose to meet UC's requirements?

- A. Use Out of the Box Cart on Opportunity that creates Quote and then perform CPQ actions on Order, created from Quote.
- B. Use the Sales Process OmniScript that includes Lead, Opportunity, Quote, Order objects and perform CPQ actions on Quote Object.
- C. Create a Custom Buyflow (OmniScript) invoked from Account Object for Order Creation and perform CPQ actions on the Order Object.
- D. Create a Custom Buyflow (OmniScript) invoked from Account Object for Quote creation and perform CPQ actions on Quote Object.

Answer: C

Explanation:

For a residential B2C scenario in Communications Cloud, Salesforce recommends a short, direct sales flow that minimizes CRM steps like Leads and Opportunities. In B2C, the objective is usually to let customers (or agents on behalf of customers) configure, price, and purchase in as few steps as possible, often closing within a single interaction or within a very short time window-well within UC's three-day target.

Communications Cloud provides a pattern where CPQ actions are performed directly on the Order object for B2C/B2B2C flows, especially when:

The sales cycle is short.

There is no need for complex pipeline management.

The customer is buying directly (web, community, call center).

Option C reflects this: a Custom Buyflow (OmniScript) is used as the guided selling UI, invoked in a way that works for agents and authenticated community users, and it operates directly on the Order as the commercial transaction record. CPQ logic (cart, pricing, validation, promotions) is executed on the Order, which aligns with standard B2C digital commerce patterns in Communications Cloud.

Option A and B introduce a heavier Lead → Opportunity → Quote → Order process, which is more appropriate for complex B2B sales and contradicts the "short sales process" requirement. Option D still centers the process on a Quote, which is typically used

where negotiation or longer cycles are expected. For UC's fast B2C use case with direct or assisted buying, Order-centric CPQ via a Buyflow (OmniScript) is the recommended approach, making C the correct choice.

NEW QUESTION # 30

United Telecom is moving its assets to Communications Cloud as part of its digital transformation. During the asset migration process, a Consultant includes a step to create a No change MACD order.

Why is it necessary to have this step in the migration process?

- A. To create Inventory Items to be used in subsequent MACD
- **B. To validate if MACD works on migrated assets**
- C. To validate if decomposition works on migrated assets
- D. To validate if migrated asset data aligns with asset data model

Answer: B

Explanation:

When assets are migrated into Communications Cloud, Salesforce best practices require performing a "No-Change MACD Order" after data loading. This process creates a technical MACD order that does not modify any service, but instead tests whether the MACD orchestration, decomposition, and asset-based ordering logic work correctly with the migrated asset records.

Salesforce documentation explains that migrated assets must be fully compatible with:

Order decomposition mappings

Technical product relationships

Association to Service Accounts, Billing Accounts, Premises

Child/parent asset hierarchies

Fulfillment Request Line generation

Change order processing (A → B transitions)

A no-change MACD validates that the migrated assets are structurally correct and "MACD-ready." If this test fails, the migration did not properly map assets to the Communications Cloud asset data model.

Options A and C overlap with validation but do not address MACD execution. Option B (Inventory Items) is not created through MACD and is unrelated.

NEW QUESTION # 31

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