

Consumer-Goods-Cloud-Accredited-Professional Valid Test Objectives | Consumer-Goods-Cloud-Accredited-Professional Latest Braindumps Book

CONSUMER GOODS CLOUD
ACCREDITED PROFESSIONAL



EXAM GUIDE

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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.

The Consumer Goods Cloud is Salesforce's industry-specific solution for consumer goods companies. It is designed to help these companies better manage their sales processes, from planning to execution. The cloud-based platform offers a range of features, including account planning, territory management, and retail execution tools. By using the Consumer Goods Cloud, companies can gain greater visibility into their sales processes, improve collaboration between sales teams, and ultimately drive better business outcomes.

Salesforce Consumer Goods Cloud Accredited Professional Certification Exam is a comprehensive exam that requires a thorough understanding of the platform. Salesforce Consumer Goods Cloud Accredited Professional certification exam comprises of 60 multiple-choice questions and is timed for 105 minutes. Candidates must score 69% or higher to pass the exam. Salesforce Consumer Goods Cloud Accredited Professional certification is valid for two years and can be renewed by passing the latest version

of the exam or completing related Trailhead modules. Salesforce Consumer Goods Cloud Accredited Professional certification exam can be taken online or in-person at a test center.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q117-Q122):

NEW QUESTION # 117

Which of the following is accurate regarding the Einstein Vision model?

- A. The model is created via crowdsourcing of images available via public copyright licenses
- B. The model is created automatically by Einstein based on uploading the perfect image
- **C. The model needs to be created as part of the development process using a base set of images**
- D. The model is created in store as reps perform their daily tasks during phase 1 rollout

Answer: C

Explanation:

The Einstein Vision model is a representation of how objects are detected and counted in an image. The model needs to be created as part of the development process using a base set of images. The base set of images should contain images of the products that need to be detected on the shelf, as well as labels and annotations for each product. The model is then trained and tested using these images and can be improved by adding more images or adjusting the parameters. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 118

When creating a new page for the Consumer Goods Cloud mobile application, what components are available to be added?

- A. DEX Electronic Data Interchange(EDI), Custom Object Task List, and Customer Onboarding
- B. Quip Documents, Einstein Predictions, and Price Optimization
- **C. Quip Documents, Einstein Predictions, and Custom Object Task List**
- D. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding

Answer: C

Explanation:

Quip Documents, Einstein Predictions, and Custom Object Task List are three components that can be added to a new page for the Consumer Goods Cloud mobile application. These components provide additional functionality and information for users in the field. They are:

* Quip Documents, which allows users to access and collaborate on Quip documents within the app. Quip documents are cloud-based documents that can include text, images, spreadsheets, charts, and more.

* Einstein Predictions, which allows users to see predictions and recommendations from Einstein AI based on their data and actions. For example, users can see predictions for sales revenue, product demand, or visit outcomes.

* Custom Object Task List, which allows users to create and complete tasks related to custom objects within the app. Custom objects are objects that are defined and configured to suit specific business needs. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 40-41

NEW QUESTION # 119

How is a promotion linked to a Retail Store?

- A. Through a Promotion Delivery Method
- B. Through an account associated with the Retail Store
- C. Through a Promotion Channel record
- **D. Through a related list on the Retail Store Group object**

Answer: D

NEW QUESTION # 120

When creating a new page for the Consumer Goods Cloud mobile application, what components are available to be added?

- A. DEX Electronic Data Interchange(EDI), Custom Object Task List, and Customer Onboarding
- B. Quip Documents, Einstein Predictions, and Price Optimization
- **C. Quip Documents, Einstein Predictions, and Custom Object Task List**
- D. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding

Answer: C

Explanation:

Quip Documents, Einstein Predictions, and Custom Object Task List are three components that can be added to a new page for the Consumer Goods Cloud mobile application. These components provide additional functionality and information for users in the field. They are:

Quip Documents, which allows users to access and collaborate on Quip documents within the app. Quip documents are cloud-based documents that can include text, images, spreadsheets, charts, and more.

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For example, users can see predictions for sales revenue, product demand, or visit outcomes.

Custom Object Task List, which allows users to create and complete tasks related to custom objects within the app. Custom objects are objects that are defined and configured to suit specific business needs. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 40-41

NEW QUESTION # 121

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. Create an opportunity and use CPQ to send the restaurant manager an enticing quote
- **B. 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**
- C. 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
- D. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department

Answer: B

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 # 122

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Regular practice can give you the skills and confidence needed to perform well on your Consumer-Goods-Cloud-Accredited-Professional exam. By practicing your Salesforce Consumer Goods Cloud Accredited Professional (Consumer-Goods-Cloud-

Accredited-Professional) exam regularly, you can increase your chances of success and make sure that all of your hard work pays off when it comes time to take the test. We understand that every Salesforce Consumer Goods Cloud Accredited Professional (Consumer-Goods-Cloud-Accredited-Professional) exam taker has different preferences. To make sure that our Salesforce Consumer-Goods-Cloud-Accredited-Professional preparation material is accessible to everyone, we made it available in three different formats.

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