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The benefits of passing the Salesforce Consumer Goods Cloud Accredited Professional Certification Exam are numerous. It validates the candidate's expertise in Salesforce's solutions for the consumer goods industry, which can lead to better job opportunities and higher salaries. It also demonstrates the candidate's commitment to professional development and continuous learning.

By earning the Salesforce Consumer Goods Cloud Accredited Professional certification, professionals will gain the knowledge and skills they need to become experts in using the Consumer Goods Cloud platform. Salesforce Consumer Goods Cloud Accredited Professional certification can help to enhance their career opportunities and can help them to stand out from other professionals in the industry. Overall, the Salesforce Consumer Goods Cloud Accredited Professional certification exam is an excellent way for professionals to improve their skills and knowledge in the consumer goods industry.

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Salesforce Consumer Goods Cloud Accredited Professional Exam is a certification program designed to test the skills and knowledge of professionals working in the consumer goods industry. Consumer-Goods-Cloud-Accredited-Professional Exam covers a range of topics related to Salesforce's Consumer Goods Cloud, including sales management, account planning, and retail execution. The program is aimed at individuals who are looking to demonstrate their expertise in using Salesforce's Consumer Goods Cloud to improve business outcomes for consumer goods companies.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q56-Q61):

NEW QUESTION # 56

Northern Trail Outfitters (NTO) has their Field Reps perform regular activities, including promotion and inventory activities, as well as check the function of their computer display units that are placed in stores, to help customers ensure the backpacks fit properly. What should be done to support NTO Field Reps to ensure they are able to capture these KPIs?

- A. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a lookup field.
- **B. Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.**
- C. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.
- D. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.

Answer: B

Explanation:

This approach allows Field Reps to specifically assess and record the KPI related to the functionality of the Computer Display Unit and its effectiveness in assisting customers with backpack fitting.

NEW QUESTION # 57

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

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

Answer: A

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 # 58

What are three main factors that should lead a Consultant to consider assetization of a commercial product or service?

- A. The product/service sold has a recurring charge
- B. The product/service sold is a high-volume, one-time billing event, such as a pay-per-view
- C. The product/service sold will have child features added in the future
- D. The product sold is a device accessory, such as a phone case
- E. The product/service sold can undergo future attribute changes

Answer: A,C,E

Explanation:

Assetization is the process in Salesforce Industries (Communications/Consumer Goods) where a successfully fulfilled order line item is converted into a permanent Asset record. This Asset record serves as the single source of truth for what the customer currently owns.

A Consultant should recommend assetization for a commercial product or service when it is likely to be involved in future customer management and transactions. The three main factors that necessitate creating an Asset record are:

The product/service sold has a recurring charge (B):

A recurring charge means the service/product will be billed repeatedly (e.g., monthly). To ensure the billing system receives the correct information and to manage any future pricing changes (like applying a promotional discount for a specific period), the service must exist as a persistent Asset record. Billing systems typically interface with the Asset/Subscription object to determine what to invoice each cycle.

The product/service sold can undergo future attribute changes (C):

The core purpose of the Move, Add, Change, Delete (MACD) process is to allow customers to modify their existing services. If a product attribute (e.g., Internet speed, color of a device, service plan) can be changed, the system needs an Asset record to track the current attribute values (the "As-Is" state). When a customer initiates a change, the system converts this Asset's current state into an order line item for modification.

The product/service sold will have child features added in the future (A):

Products that are part of a bundle or have a hierarchical structure (Parent \rightarrow Child) must be tracked as Assets so that their children or sub-features can be managed, added, or removed later. For example, if a base service (Asset) allows for the addition of premium channels (new Assets), the base service must first exist as an Asset to act as the parent for the new features.

Why D and E are incorrect:

D (High-volume, one-time billing event, such as a pay-per-view): One-time, high-volume transactional items (like PPV events or movie rentals) are typically not assetized. They are billed once and retired. Creating millions of short-lived asset records would rapidly consume storage and severely degrade system performance.

E (Device accessory, such as a phone case): Simple, one-time purchase equipment without a service component (like a phone case or charger) is rarely assetized, as it has no recurring charge (B) and generally does not undergo MACD changes (C).

NEW QUESTION # 59

Which three dashboards are natively available with Tableau CRM for Consumer Goods Cloud?

- A. Sales Rep Performance
- B. Store Insights
- C. Product Performance
- D. Category Insights
- E. Inventory Performance

Answer: A,B,C

NEW QUESTION # 60

Universal Containers (UC) is rolling out a new offer, which must be fulfilled using Industries Order Management. During fulfillment, the orchestration must integrate with the provisioning system, which accepts a different payload for activation and deactivation of the service.

What is the recommended approach for designing the orchestration while minimizing unnecessary configurations?

- A. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with the Deactivation Orchestration item. Configure one scenario to map Activation to Add action and Deactivation to Disconnect action.
- B. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with Deactivation Orchestration item. Configure scenarios to map Activation to Add action and Deactivation to Delete action.
- C. Create one Orchestration Plan Definition with two Orchestration item definitions having mutually exclusive conditions on the product action. Configure Scenario to include both Add and Disconnect actions.

- D. Create two Orchestration Plan Definitions, one having the Activation Orchestration item and the other with Deactivation Orchestration item. Set conditions on Orchestration items based on product action.

Answer: C

Explanation:

Salesforce best practice for Order Management is:

- Use a single Orchestration Plan Definition when the overall fulfillment flow is the same, but
- Use conditional Orchestration Items to handle differences (e.g., activation vs. deactivation).

In this case, the provisioning system needs different payloads for activation and deactivation, but the product is the same. Designing two separate orchestration plan definitions creates duplication, maintenance overhead, and inconsistent lifecycle behavior.

Instead:

Use one Orchestration Plan Definition.

Include two Orchestration Item Definitions, one for Activation and one for Deactivation.

Apply mutually exclusive conditions using Product Action = Add (activation) or Disconnect (deactivation).

Map both actions in one Scenario.

This achieves minimal configuration and full flexibility.

NEW QUESTION # 61

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