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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q16-Q21):

NEW QUESTION # 16
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 Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.
- B. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.
- C. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.
- D. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a lookup field.

Answer: A

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 # 17
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. 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
- 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. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- D. Create an opportunity and use CPQ to send the restaurant manager an enticing quote

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 # 18
Which of the following are supported KPI Type values for Retail Store KPI records?

- A. Promotion
- B. Revenue
- C. Price
- D. Facing
- E. Units

Answer: B,C,D

NEW QUESTION # 19
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. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding
- D. Quip Documents, Einstein Predictions, and Custom Object Task List

Answer: D

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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 40-41

NEW QUESTION # 20
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. 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
- 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. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- D. Create an opportunity and use CPQ to send the restaurant manager an enticing quote

Answer: B

NEW QUESTION # 21
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