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Salesforce Consumer Goods Cloud Accredited Professional exam is designed for professionals working in the consumer goods industry who want to showcase their expertise in implementing and managing Salesforce's Consumer Goods Cloud platform. Salesforce Consumer Goods Cloud Accredited Professional certification is ideal for individuals who are responsible for managing sales operations, improving customer engagement, and enhancing overall efficiency in the consumer goods industry.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q106-Q111):

NEW QUESTION # 106

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
- **C. Shipment**
- D. Product Transfer

Answer: C

Explanation:

Assigning the Shipment object to the user enables the listing of items in the delivery task, as this object tracks the movement of products from warehouses to retail locations.

NEW QUESTION # 107

Universal Connect (UC) offers business TV services to its customers. As part of the offerings, UC requires the business TV's attribute to be changed to "Gold" if an account's SLA field value is "Gold".

What solution should a Consultant recommend to achieve this requirement?

- A. Attribute Rules
- B. Context Rules
- **C. Advanced Rules**
- D. Compatibility Rules

Answer: C

Explanation:

To achieve the requirement of automatically changing a product attribute (Business TV Attribute) to specific value ("Gold") based on a field on the Customer Account (SLA = "Gold"), the Consultant should recommend Advanced Rules.

Advanced Rules (Product Configuration): In Salesforce Industries (Communications Cloud) CPQ, Advanced Rules are the comprehensive framework used to handle complex logic that requires evaluating data from related objects (like the Account or Quote) to trigger actions on the Product line items in the cart.

Entity Filters: Advanced Rules utilize Entity Filters to evaluate the "If" condition. The Entity Filter can be configured to look up the Account record associated with the order and check if the SLA__c field equals 'Gold'.

Rule Actions: Once the condition is met, the Advanced Rule triggers a Configuration Action. This action can be defined to "Set Attribute" (or Assign) the value 'Gold' to the specific attribute on the Business TV product.

Why other options are incorrect:

Attribute Rules (D): While "Attribute Rules" (or Product Attribute Rules) handle logic regarding attributes, they are typically used for intra-product dependencies (e.g., "If Color is Red, then Size cannot be Small" or "Set Default to X"). They do not natively support reaching out to the Account object to read a field without the broader Advanced Rule/Entity Filter wrapper.

Context Rules (A): These are primarily used for Eligibility, Pricing, and Promotions (determining if a product appears or which price

list applies). They are not typically used to set configuration attribute values on the line item itself.

Compatibility Rules (C): These are used to validate if products can exist together (Requires/Excludes), not to set attribute values.

This pattern allows for "Auto-Configuration" of the product based on the customer's profile, ensuring the sold service aligns with the customer's contractual Service Level Agreement (SLA) without manual agent intervention.

NEW QUESTION # 108

Which three setup steps should the salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- A. Assign the Lightning Direct store Delivery permissions set to the user
- B. Assign the Action Plans permission set to the Sales Manager .
- C. Change the Action Plan Type Delivery
- D. Create an action plan template with a Delivery Task and assign it to a Visit
- E. Define Assessment Indicator Definitions for Delivery task

Answer: A,B,D

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:

* Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

* Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

* Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 109

ABC Telecom is using Communications Cloud for their enterprise customers. ABC Telecom has a requirement wherein assets must be synchronized to the assurance platform as soon as the sale or MACD order completes fulfillment for wholesale products. There are about 5,000 orders placed by each reseller throughout the day. There are hundreds of active reseller users present in the system. How should a Consultant recommend that ABC Telecom integrate Communications Cloud with their assurance platform?

- A. Use an on-demand data pull from Communications Cloud using the REST API from Service assurance
- B. Use a Bulk API connector via middleware
- C. Use Industries Order Management to inform the assurance platform as part of the orchestration plan
- D. Use Platform Events and GetAsset API

Answer: D

Explanation:

ABC Telecom requires that assets be synchronized to their assurance platform immediately after fulfillment, and they operate in a high-volume wholesale environment (5,000+ orders per reseller/day and hundreds of concurrent users). Salesforce recommends event-driven, near-real-time integration for high-scale fulfillment notifications.

Platform Events are Salesforce's native, scalable publish/subscribe mechanism designed for high throughput and low latency. When an order completes fulfillment, Communications Cloud can publish an event that external systems subscribe to. The assurance platform can then call the GetAsset API to retrieve the exact asset structure needed for assurance workflows.

This pattern is explicitly recommended in Salesforce high-throughput integration architectures because it:

Eliminates polling

Handles large transaction volume

Provides near-real-time sync

Decouples fulfillment from assurance systems

Scales horizontally across resellers

Option A (using OM orchestration) is synchronous and not optimal for high throughput.

Option B (on-demand REST pull) causes latency and excessive polling.

Option C (Bulk API) is batch-oriented, not real-time, and unsuitable for near-immediate updates.

NEW QUESTION # 110

ABC Telecom offers advanced B2B connectivity products to companies with multiple service accounts, hundreds of quotes, and an average of 1,000 line items per quote.

Which application suite supports this scenario?

- A. Advertising Sales Management
- B. Subscriber Lifecycle Management
- C. Mobile Subscription Management
- **D. Enterprise Sales Management**

Answer: D

Explanation:

In Salesforce Industries (formerly Vlocity), large-scale B2B quoting scenarios-especially those involving multiple service accounts, hundreds of simultaneous quotes, and high-volume line-item configurations-are supported by the Enterprise Sales Management (ESM) application suite. Public Salesforce Industries resources describe ESM as the solution specifically engineered for complex B2B sales cycles, high-volume quoting, and enterprise-level product configuration.

ESM extends the functionality of Industries CPQ to support "high-line-item quoting environments," allowing sales teams to manage thousands of products, hierarchical product bundles, account-specific pricing, and approval workflows. It is optimized for organizations selling advanced connectivity solutions, WAN, MPLS, SD-WAN, Dedicated Internet, and other enterprise-grade telecom services-exactly the type of offerings ABC Telecom delivers.

Salesforce's public feature descriptions highlight that ESM supports:

Large quoting volumes (hundreds of quotes per customer)

Complex commercial hierarchies (B2B enterprise accounts with multiple service locations) Scalable CPQ performance for 1,000+ line items Enterprise contract, pricing, and proposal workflows Multi-site, multi-service configuration Other choices do not fit:

Advertising Sales Management focuses on media/advertising inventory buys.

Mobile Subscription Management is for B2C mobile postpaid/prepaid subscriptions.

Subscriber Lifecycle Management manages consumer subscriber journeys, not enterprise B2B quoting.

Thus, for ABC Telecom's enterprise customer scenario with large, complex quotes, Enterprise Sales Management is the correct and Salesforce-aligned solution.

NEW QUESTION # 111

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