

信任Consumer-Goods-Cloud-Accredited-Professional認證考試，獲得Salesforce Consumer Goods Cloud Accredited Professional相關信息



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>> Consumer-Goods-Cloud-Accredited-Professional認證考試 <<

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Salesforce Consumer-Goods-Cloud-Accredited-Professional 考試大綱：

主題	簡介
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主題 1	• Data Setup: In this topic, the Salesforce Consumer Goods Cloud Consultant demonstrates expertise in configuring data for effective operations. Proficiency is measured in areas such as Action Plan Setup, Planogram Setup, Product Setup, Promotion Setup, Retail Store KPI Setup, and Store Setup. Consultants must show the ability to configure these elements to ensure accurate and actionable data supports retail activities.
主題 2	• Visit Execution: This topic evaluates the ability of the Salesforce Consumer Goods Cloud Consultant to manage field visit workflows, including creating and executing Custom Tasks, overseeing Direct Store Delivery, and performing checks for Inventory, Planograms, and Promotions. Consultants must also demonstrate skill in using Surveys to gather insights during visits, ensuring adherence to store objectives.
主題 3	• Integrations: This topic examines the consultant's expertise in integrating Consumer Goods Cloud with other Salesforce products and external systems. The focus is on managing data flow between systems to support seamless sales processes, demonstrating operational efficiency.
主題 4	• Visit Planning: This topic measures the Salesforce Consumer Goods Cloud Consultant's ability to utilize analytics for smart visit planning, ensuring effective scheduling and routing. Skills in leveraging tools like Einstein Vision for merchandising compliance checks are critical to demonstrate optimization of field operations.
主題 5	• Platform: This topic tests familiarity with Salesforce platform features relevant to Consumer Goods Cloud, focusing on mobile capabilities that enhance field operations. The Salesforce Consumer Goods Cloud Consultant must understand platform functionalities that optimize user experience and support operational efficiency.

最新的 Consumer Goods Cloud Consumer-Goods-Cloud-Accredited-Professional 免費考試真題 (Q21-Q26):

問題 #21

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

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

答案: A

問題 #22

Which option can be performed by using salesforce Maps with Consumer Goods Cloud?

- A. View map images on mobile devices even when GPS is not enabled
- B. Update with Google Maps Static API on a single address
- C. Optimize visit sequence in real time automatically during a Field Rep's Day
- D. Create layers of Retail Stores

答案: C

解題說明:

Salesforce Maps integrated with Consumer Goods Cloud allows the creation of layers of Retail Stores, aiding in geographical and spatial analysis for field operations.

問題 #23

Which statement is true about action plan templates?

- A. Action plan templates are ready to use after saving

- B. Action plan templates can have multiple planogram, inventory and promotion checks
- C. Action plan templates are not extensible through Apex
- D. Action plan templates can have multiple orders and delivery tasks

答案： B

解題說明：

Action plan templates can have multiple planogram, inventory and promotion checks, which are predefined tasks that can be assigned to field reps to perform during their store visits. These tasks help to ensure compliance and optimize product placement and availability. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 26-27.

問題 #24

How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

- A. The photo is linked to the visit record
- B. The photos linked to the asset record
- C. The photo is linked to the asset check task
- D. The photo is sent directly to the manager's email

答案： A

問題 #25

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 Deactivation Orchestration item. Set conditions on Orchestration items based on product 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 the Deactivation Orchestration item. Configure one scenario to map Activation to Add action and Deactivation to Disconnect action.

答案： C

解題說明：

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.

問題 #26

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