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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83
An Organization wants to maintain data related to the line items and assets in custom objects under the line items (Object 'A') and assets (Object Name 'B').
What will ensure the data is saved under assets during assetization and can be leveraged for MACD Orders?

- A. Use Object Mapper to map the line item object from A to B and another mapping from Object B to A.
- B. Write an APEX Hook Class during Checkout and AssetToOrder for creating the records as a post step on the API.
- C. Use Field Mapper to map fields from Object A to B and another mapping from Object B to A.
- D. Use Object Mapper to Map the line item object from A to B.

Answer: A

Explanation:
This scenario involves managing the lifecycle of data stored in custom child objects (Object A attached to Order Items, and Object B attached to Assets). To ensure data integrity throughout the full commercial cycle-Sale (Assetization) and Change (MACD)-a bidirectional mapping strategy is required using the Custom Object Map feature (referred to as Object Mapper in the options).
Assetization (Order to Asset Flow):
When an order is completed, the system runs the "Assetize" process.
To move data from the custom object under the Order Item (Object A) to the custom object under the Asset (Object B), you must define a Source-to-Destination mapping.
This is the A $\rightarrow$ B mapping. Without this, the custom data entered during the sale would be lost and not stored on the customer's asset record.
MACD / Asset-Based Ordering (Asset to Order Flow):
When a customer requests a Move, Add, Change, or Delete (MACD), the system creates a new Order/Quote by reading the existing Asset data.
To ensure the new "Change Order" includes the current details from the Asset (Object B) back onto the line items (Object A) for the agent to view or modify, the system requires a reverse mapping.
This is the B $\rightarrow$ A mapping.
Why other options fail:
Option A (Apex Hook): While feasible for complex edge cases, using Apex is not the best practice when a declarative configuration tool (Object Maps) exists for this exact purpose. It increases maintenance debt.
Option B (Map A to B only): This handles the initial sale but fails during MACD. When the customer tries to change their service later, the data from Object B would not copy back to the new order, leading to data loss or errors.
Option C (Field Mapper): Field Mappers are typically used for mapping specific fields on the primary objects (e.g., OrderLineItem.Description to Asset.Description). For mapping entire related child objects, the Object Map mechanism is the correct architectural component.

NEW QUESTION # 84
How can admins review the performance of the Object Detection Model?

- A. Through Einstein Bots
- B. By creating a Custom Object
- C. By enabling Custom Object Detection
- D. Through Detected Objects

Answer: D

Explanation:
https://help.salesforce.com/s/articleView?id=sf.industries_einstein_object_detection_review_detected_objects.htm&type=5 Admins can review the performance of the Object Detection Model through Detected Objects, which are records that store the results of the object detection process. Detected Objects contain information such as the confidence score, the number of detections, and the bounding box coordinates for each object in an image. Admins can use reports and dashboards to analyze the Detected Objects data and evaluate the accuracy and performance of the Object Detection Model. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 85

Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

- A. Store Manager
- B. Divisional Manager
- C. Category Manager
- D. Sales Manager

Answer: D

NEW QUESTION # 86

Sales Reps in the field are reporting that no surveys are available when they try to complete a visit survey on their mobile devices. What are two explanations for this?

- A. A related survey invitation has not been generated
- B. The rep is missing the Create Surveys permission
- C. A custom Assessment Task definition has not been created
- D. The Salesforce admin has not created and activated a Salesforce survey
- E. The Retail Execution Survey Lighting Flow has not been action

Answer: A,D

Explanation:
Two explanations for why no surveys are available when field reps try to complete a visit survey on their mobile devices are:
* The Salesforce admin has not created and activated a Salesforce survey. A Salesforce survey is a questionnaire that can be sent to customers or contacts to collect feedback. The admin needs to create and activate a survey before it can be used in an in-store survey task.
* A related survey invitation has not been generated. A survey invitation is an object that represents an invitation to take a survey. A survey invitation needs to be generated and associated with the visit, the retail store, or the store primary contact before it can be displayed in an in-store survey task. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 87

Universal Containers wants to include product A every time they sell bundle B. Users can opt out this product if they want but cannot take a quantity of more than 1 per bundle.
How should a Consultant configure the product in the system?

- A. Add a Recommend rule for product A when bundle B is added
- B. Configure the cardinality Min as 0, Max 1 and default as 1
- C. Configure the cardinality Min as 1, Max 1 and default as 1
- D. Add an Auto Add rule to include product A with bundle B

Answer: B

Explanation:
The requirement is:
Product A should be included by default (default=1)

User can remove it (Min=0)

They cannot increase quantity beyond 1 (Max=1)

This exactly aligns with cardinality settings:

Min = 0 (optional)

Max = 1 (only one allowed)

Default = 1 (pre-included)

Auto Add (A) does not allow opt-out.

Recommend Rule (C) only suggests the product - does not auto-include.

NEW QUESTION # 88

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