Consumer-Goods-Cloud-Accredited-Professional Test Questions & Exam Consumer-Goods-Cloud-Accredited-Professional Passing Score

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Salesforce Consumer Goods Cloud Accredited Professional certification exam is designed to test the knowledge and skills of professionals who work within the consumer goods industry. Consumer-Goods-Cloud-Accredited-Professional Exam covers a wide range of topics, including the features and functionality of the Consumer Goods Cloud platform, as well as best practices for using the platform to improve sales and marketing efforts.

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Salesforce Consumer Goods Cloud Accredited Professional Exam is an important certification program for professionals working in the consumer goods industry. It is designed to test the skills and knowledge of individuals who work with Salesforce's Consumer Goods Cloud, and provides a valuable credential for those looking to demonstrate their expertise in this area. Whether you are a sales manager, account planner, or retail execution specialist, the Salesforce Consumer Goods Cloud Accredited Professional Exam can help you take your career to the next level.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q42-Q47):

NEW QUESTION # 42
Universal Connect (UC) offers a router to its customers, which is included as part of the Business Internet offer. However, the router

has no commercial significance to the selling process. UC is currently using Industries Order Management (OM).
How should a Consultant model the router with respect to the Business Internet offer?

- A. Model the router as an attribute of the Business Internet offer with a default value of 'included'.
- B. Model the router as a Technical Product and decompose it from the Business Internet offer.
- C. Model the router as a separate stand-alone offer and add the router once the Business Internet offer is added via an Auto Add rule.
- D. Model the router as a default child product of Business Internet offer but hide it from the quote document before sending it to the customer for review.

Answer: B

Explanation:
In Salesforce Communications Cloud and Industries Order Management (OM), products that do not carry commercial value but are required for fulfillment must be modeled as Technical Products. Public Salesforce EPC and OM design guidance explains that a Technical Product is used when an item is not visible during selling, does not influence the commercial configuration, and is instead required for downstream fulfillment, service activation, or device provisioning.
In the case of Universal Connect (UC), the router included with the Business Internet offer has no commercial significance-meaning sales agents do not configure it, no pricing is associated with it, and customers should not see it as a selectable or independent commercial item. Instead, it simply needs to appear in the fulfillment layer so that the order can drive device shipment, installation, inventory allocation, or activation steps.
Salesforce's recommended modeling approach is to:
Create the router as a Technical Product Specification.
Add it to the Business Internet offer as a Technical Child.
Allow decomposition in OM to generate Fulfillment Request Lines (FRLs) for the router automatically, without exposing it during quoting.
This ensures:
Clean commercial experience (router hidden from the sales journey).
Accurate fulfillment instructions to downstream systems.
No need for complex rules or hiding logic in quote documents.
Options A and B incorrectly place the router inside the commercial structure, which is not aligned with EPC best practices. Option D introduces a separate offer and automation logic, which adds unnecessary complexity and breaks modeling principles.

NEW QUESTION # 43
Which three fields are available on the Retail Store object that differentiate them from the Account object?

- A. Payment Method
- B. Preferred Visit Hours
- C. Delivery Method
- D. Shipping Address
- E. Operating Hours

Answer: B,C,E

NEW QUESTION # 44
Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

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

Answer: C

Explanation:
A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified

Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

NEW QUESTION # 45
How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

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

Answer: A

Explanation:
Field Sales Managers can access photos taken by Field Reps of defective in-store assets through the asset record to which the photos are linked. This provides a direct association between the asset and its condition.

NEW QUESTION # 46
Northern Trail Outfitters (NTO) is expanding quickly and wants to improve their reps productivity. Business leadership has expressed their desire to leverage Salesforce Einstein Vision to accomplish this. What are the three recommended steps for setting up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf?

- A. Train Einstein Vision Models with marketing images of products to yield optimal results
- B. Enable Einstein Object Detection
- C. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- D. Setup in store location and associate planogram
- E. Define planogram check task

Answer: B,C,E

NEW QUESTION # 47
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