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Questions & Answers

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

NEW QUESTION # 106

A company is selling voice products to business customers. The other allows customers to select for rent or purchase up to 700 phone devices of various models. The product modeller intends to create a phone add-on product specification and add it as a child of the voice offer, with a cardinality that allows up to 700.

Which three statements are valid regarding the product model in this scenario?

- A. Product model uses hierarchical modelling, which is natively supported in EPC.
- B. Since the product model uses out-of-the-box features from EPC, MACD operations and decomposition are guaranteed to work well.
- C. This type of modelling is not supported in EPC and modeller should follow a flat modelling technique.
- D. Modelling children with large cardinalities can result in processing inefficiencies for MACD operations.
- E. Product model uses out-of-the-box features from EPC. Decomposition may fail when the maximum number of phone instances are ordered.

Answer: A,D,E

Explanation:

In Salesforce Industries Enterprise Product Catalog (EPC), hierarchical product modeling with child specifications and cardinalities is natively supported, which makes option E correct. Defining a voice offer with a 'phone add-on' child product and a cardinality of up to 700 leverages standard EPC capabilities such as product specifications, child relationships, and cardinality rules.

However, Salesforce guidance for EPC and Industries CPQ warns that very large cardinalities on child products can introduce performance and processing challenges, especially in high-volume telecom scenarios. During MACD (Modify, Add, Change, Disconnect) operations, every instance of the child product (each phone device) has to be evaluated, updated, and sometimes decomposed into order items or service orders. With hundreds of instances, this can lead to processing inefficiencies and long-running transactions, which supports statement A.

Additionally, although the model technically uses out-of-the-box features, extreme volumes (such as hundreds of children per parent) can stress the decomposition engine. Under heavy load or complex rule combinations, decomposition may time out or fail when the maximum number of instances are ordered, making C valid as well.

Option B is incorrect because EPC does support this pattern; flat-only modeling is not a requirement. Option D is incorrect because using OOTB features does not guarantee optimal MACD and decomposition behavior at very high instance volumes.

NEW QUESTION # 107

Universal Containers has a requirement to establish dependencies between independent commercial products, such as ensuring that the 'Roaming Service' cannot be activated without first activating the 'Voice Service.' The provisioning system insists on receiving a single request for the activation of both products.

Which approach should the consultant recommend to ensure seamless integration and streamlined operations while addressing these business requirements?

- A. Create a Bundle Product and Multilevel Decomposition for fulfillment
- B. Create a Relies-On Relationship between products and set the decomposition scope to OrderItem
- C. Create a Relies-On Relationship between products and set the decomposition scope to Relies-On
- D. Create a Relies-On Relationship between product and set the decomposition scope to Account

Answer: B

Explanation:

Salesforce Communications Cloud supports product dependencies through Relies-On Relationships. These relationships enforce commercial dependencies (e.g., Roaming requires Voice Service) and guide technical decomposition so that dependent products are fulfilled together.

To satisfy the requirement that the provisioning system receive a single activation request for both Voice Service and Roaming, the dependency must be modeled using:

✓ Relies-On Relationship

This ensures the commercial cart enforces prerequisite activation rules-Roaming cannot be purchased or activated without Voice Service.

✓ Decomposition Scope = Order Item

When decomposition scope is set to Order-Item for the technical product relationship, both commercial products decompose into a single technical activation request for fulfillment. This is the exact Salesforce-recommended pattern when dependent commercial

products must trigger one consolidated orchestration/activation flow.

Why other options are incorrect:

A (Scope = Account): would merge across the whole account, not just the order.

C (Scope = Relies-On): no such decomposition scope exists; invalid choice.

D (Bundle Product + Multilevel Decomposition): bundling is not required, and it changes the commercial product structure unnecessarily.

NEW QUESTION # 108

Which of the following is accurate regarding the Einstein Vision model?

- A. The model is created automatically by Einstein based on uploading the perfect image
- **B. The model needs to be created as part of the development process using a base set of images**
- C. The model is created via crowdsourcing of images available via public copyright licenses
- D. The model is created in store as reps perform their daily tasks during phase 1 rollout

Answer: B

Explanation:

The Einstein Vision model is a representation of how objects are detected and counted in an image. The model needs to be created as part of the development process using a base set of images. The base set of images should contain images of the products that need to be detected on the shelf, as well as labels and annotations for each product. The model is then trained and tested using these images and can be improved by adding more images or adjusting the parameters. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 109

Which two permissions should be enabled for users to view the Tableau CRM for Consumer Goods Cloud app?

- A. Tableau CRM Modify All
- **B. CG Analytics User**
- C. Tableau CRM Growth
- **D. Tableau CRM View**
- E. Tableau CRM Plus User

Answer: B,D

Explanation:

These permissions ensure that users have the necessary access to view and interact with the Tableau CRM for Consumer Goods Cloud app, providing critical analytics and insights.

NEW QUESTION # 110

- A. Multiplay Subscription Management
- B. Explanation:

For B2B telecom companies dealing with complex configurations exceeding 1000 line items, the only Salesforce Communications Cloud solution purpose-built for performance, scalability, and large enterprise quoting is Enterprise Sales Management (ESM).

ESM enhances the CPQ experience by supporting:

Extremely high cart volumes (hundreds to thousands of lines)

Multi-site, multi-location enterprise networks

Enterprise-grade discounting and contract structures

Scalable pricing, validation, and asset handlings

Better separation of commercial vs. technical configurations

Options A, C, and D do not address enterprise-scale CPQ needs with thousands of line items. Large Account Sales Management focuses on account planning, not CPQ performance. Multiplay Subscription Management and Multi-site CPQ do not solve the scalability challenge.

TION NO: 2

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?

- C. Multi-site CPQ
- D. Define planogram check task
- E. Setup in store location and associate planogram
- F. Enterprise Sales Management
- G. Enable Einstein Object Detection
- H. Train Einstein Vision Models with marketing images of products to yield optimal results
- I. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- J. Large Account Sales Management

Answer: E,F

Explanation:

These steps are essential in setting up Einstein Vision for automatic product detection on shelves, involving enabling the feature, defining relevant tasks, and training the models with appropriate product images.

NEW QUESTION # 111

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