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By earning the Salesforce Consumer Goods Cloud Accredited Professional certification, professionals will gain the knowledge and skills they need to become experts in using the Consumer Goods Cloud platform. Salesforce Consumer Goods Cloud Accredited Professional certification can help to enhance their career opportunities and can help them to stand out from other professionals in the industry. Overall, the Salesforce Consumer Goods Cloud Accredited Professional certification exam is an excellent way for professionals to improve their skills and knowledge in the consumer goods industry.

Salesforce Consumer Goods Cloud Accredited Professional certification is a valuable credential for professionals in the consumer goods industry. Salesforce Consumer Goods Cloud Accredited Professional certification demonstrates that the individual has the knowledge and skills to use the Consumer Goods Cloud to improve their organization's sales and distribution processes. It also indicates that the individual is up-to-date with industry trends and regulatory requirements. If you're a professional in the consumer goods industry, getting certified as a Salesforce Consumer Goods Cloud Accredited Professional can help you advance your career and stay competitive in the job market.

Salesforce Consumer Goods Cloud is a powerful platform that enables organizations to streamline their sales operations, improve their customer engagement, and gain greater visibility into their business processes. It is designed to help consumer goods companies manage their field sales, key accounts, and retail execution processes all in one place. By earning this certification, professionals can demonstrate their knowledge and skills in using this platform to drive business growth and success.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q11-Q16):

NEW QUESTION # 11
Which three Survey invitations are displayed in the In-Store Survey task during a visit?

- A. Survey invitations associated with the Retail Store
- B. Survey invitations associated with the Store Primary Contact
- C. All open Survey invitations
- D. All Survey invitations targeted to a contact or user
- E. Survey invitations associated with the visit

Answer: A,B,E

Explanation:
Survey invitations associated with the visit, the Retail Store, and the Store Primary Contact are three survey invitations that are displayed in the In-Store Survey task during a visit. These survey invitations are relevant to the context of the visit and can help users to collect feedback from the store staff or customers. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

NEW QUESTION # 12
Northern Trail Outfitters wishes to use Tableau CRM as part of their Consumer Goods Cloud rollout. What data is required to support successful creation of the app?

- A. Retail Visit KPIs must be created
- B. Promotions must be created and associated to retail store locations
- C. Products must be associated to retail stores
- D. Retail Store KPIs must be created

Answer: C

Explanation:
A data requirement to support successful creation of the Tableau CRM app for Consumer Goods Cloud is that products must be associated to retail stores. This is because the Tableau CRM app analyzes the sales performance and product distribution across different stores and segments, and identifies opportunities and gaps for product placement and availability. Without associating products to retail stores, the app cannot provide accurate and meaningful insights. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 13
Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Retail Store KPI
- B. Assessment Indicator Definition
- C. Assessment Task Definition
- D. Delivery Tasks

Answer: B

Explanation:
The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified

Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 14

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

Answer: A,E

NEW QUESTION # 15

How is a promotion linked to a Retail Store?

- A. Through a Promotion Delivery Method
- **B. Through a Promotion Channel record**
- C. Through an account associated with the Retail Store
- D. Through a related list on the Retail Store Group object

Answer: B

Explanation:
Promotions are linked to Retail Stores through Promotion Channel records, which define the connection and details of the promotional activities.

NEW QUESTION # 16

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