

Consumer-Goods-Cloud-Accredited-Professional Real Exams - Latest Consumer-Goods-Cloud-Accredited-Professional Study Notes



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The Consumer Goods Cloud is Salesforce's industry-specific solution for consumer goods companies. It is designed to help these companies better manage their sales processes, from planning to execution. The cloud-based platform offers a range of features, including account planning, territory management, and retail execution tools. By using the Consumer Goods Cloud, companies can gain greater visibility into their sales processes, improve collaboration between sales teams, and ultimately drive better business outcomes.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q32-Q37):

NEW QUESTION # 32

GreenTech, a Consumer Goods company wants to sell new products in a particular retail store Which Tableau CRM dashboard should they use to find opportunities to sell new products in a retail store location

- A. Account Insight
- B. Sales Rep Performance
- C. White Space Analysis
- D. Sales Manager- Territory Performance

Answer: C

Explanation:

White Space Analysis is a Tableau CRM dashboard that shows opportunities to sell new products in a retail store location. It analyzes the sales performance and product distribution across different stores and segments, and identifies gaps or white spaces where new products can be introduced or existing products can be expanded. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 33

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 Price Optimization
- 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 Custom Object Task List

Answer: D

NEW QUESTION # 34

Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

- A. By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).
- B. By creating delivery tasks for the distributors and track the shipping document status
- C. By creating a report for store locations to monitor the on hand inventory
- D. By assigning the asset to a custom task type and make the distributors enter the delivered quality

Answer: A

Explanation:

To keep track of the inventory of the samples in the field, Alpine can create delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU). A delivery task is a type of action plan task that allows a field

rep to deliver products to a retail store. A product SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. By creating delivery tasks and monitoring product SKUs, Alpine can ensure that the distributors have enough samples to distribute and also track how many samples have been delivered to each store. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 35

Which Lightning component can an admin add to a Consumer Goods assessment task record page?

- **A. Inventory Check**
- B. Planogram Check
- C. In-Store Products Check
- D. Promotion Check

Answer: A

Explanation:

https://help.salesforce.com/s/articleView?id=sf.retail_task_admin_create_assessment_task_record_page.htm&type=5

NEW QUESTION # 36

Which permission set allows end-users to leverage the Einstein Visit Recommendation feature in Consumer Goods Cloud?

- **A. Tableau CRM Plus User**
- B. Retail Execution Lightning Plus
- C. Tableau CRM Plus Admin
- D. Lightning Direct Store Delivery
- E. Action Plans

Answer: A

NEW QUESTION # 37

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