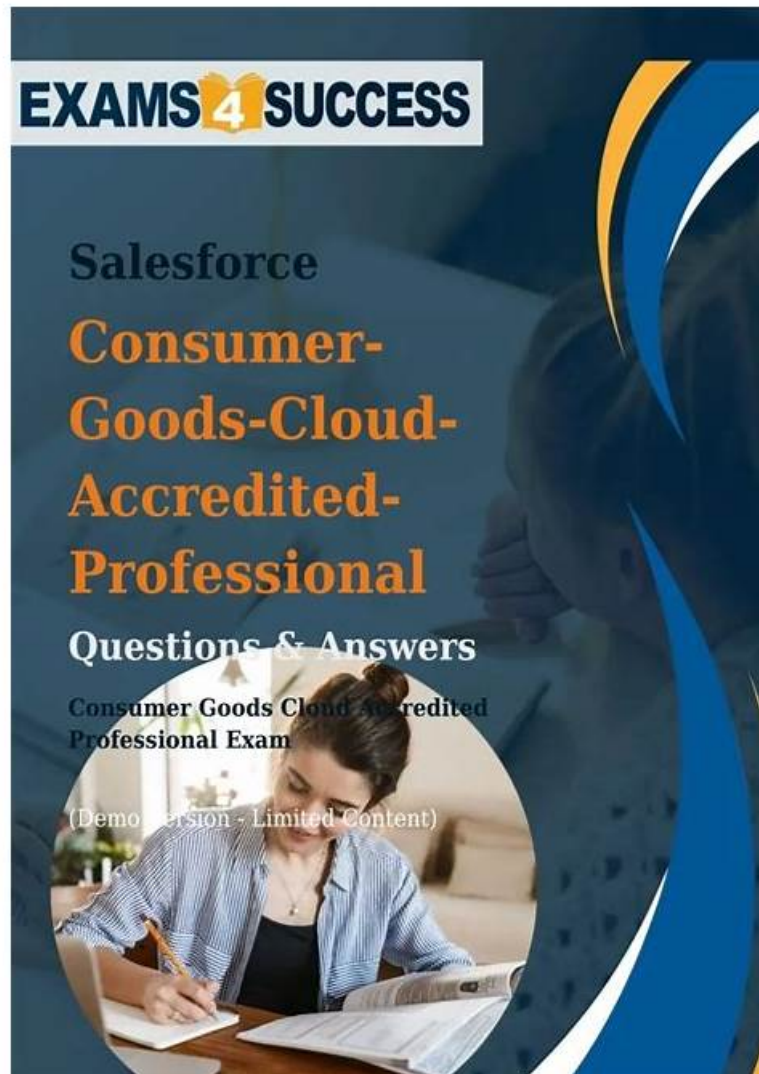


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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q60-Q65):

NEW QUESTION # 60

Which two standard fields on the Retail Store KPI object are required when doing an inventory check?

- A. KPI Type
- B. Assessment Indicator Definition
- C. Retail Store Group
- D. Custom Context
- E. Inventory Count

Answer: B,C

Explanation:

In Retail Store KPIs, you can define the assessment indicator definition that must be captured for a store group. Because the assessment indicator definition is associated with assessment task definition and store groups to stores, Retail Store KPIs are the link between a store and the tasks to be performed at a store. You can also define the expected values of an assessment indicator definition in Retail Store KPIs

NEW QUESTION # 61

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

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

Answer: A

NEW QUESTION # 62

Which step is required to link an Action Plan to a Visit record?

- A. Create an Action Plan based on the template where the template owners are the Sales Reps.
- B. Create an Action Plan Template by specifying Visit' as the target object and publish it.
- C. Activate the Action Plan.
- D. Activate the Visit to generate Action Plan Tasks.

Answer: B

Explanation:

To link an Action Plan to a Visit record, the first step is to create an Action Plan Template by specifying Visit' as the target object and publish it. An Action Plan Template is a template that defines the tasks and steps for an action plan. An action plan is a set of tasks that need to be completed for a specific purpose or goal. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. By specifying Visit as the target object, the Action Plan Template can be linked to any visit record that matches the criteria defined in the template. By publishing the template, the Action Plan Template becomes available for use. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

NEW QUESTION # 63

ABC Telecom is using Communications Cloud for their enterprise customers. ABC Telecom has a requirement wherein assets must be synchronized to the assurance platform as soon as the sale or MACD order completes fulfillment for wholesale products. There are about 5,000 orders placed by each reseller throughout the day. There are hundreds of active reseller users present in the system. How should a Consultant recommend that ABC Telecom integrate Communications Cloud with their assurance platform?

- A. Use Industries Order Management to inform the assurance platform as part of the orchestration plan
- B. Use a Bulk API connector via middleware
- C. Use an on-demand data pull from Communications Cloud using the REST API from Service assurance
- **D. Use Platform Events and GetAsset API**

Answer: D

Explanation:

ABC Telecom requires that assets be synchronized to their assurance platform immediately after fulfillment, and they operate in a high-volume wholesale environment (5,000+ orders per reseller/day and hundreds of concurrent users). Salesforce recommends event-driven, near-real-time integration for high-scale fulfillment notifications.

Platform Events are Salesforce's native, scalable publish/subscribe mechanism designed for high throughput and low latency. When an order completes fulfillment, Communications Cloud can publish an event that external systems subscribe to. The assurance platform can then call the GetAsset API to retrieve the exact asset structure needed for assurance workflows.

This pattern is explicitly recommended in Salesforce high-throughput integration architectures because it:

Eliminates polling

Handles large transaction volume

Provides near-real-time sync

Decouples fulfillment from assurance systems

Scales horizontally across resellers

Option A (using OM orchestration) is synchronous and not optimal for high throughput.

Option B (on-demand REST pull) causes latency and excessive polling.

Option C (Bulk API) is batch-oriented, not real-time, and unsuitable for near-immediate updates.

NEW QUESTION # 64

Northern Trail Outfitters (NTO) has a 7-tier product hierarchy that they use to track products in their Enterprise Resource Planning (ERP) platform. Assuming this functionality is available in the Consumer Goods Cloud, what should a consultant at NTO determine which tier of data contains the information required to set up products in Consumer Goods Cloud INTO wishes to measure share-of-shelf?

- **A. Which tier describes stock keeping units (SKL)?**
- B. What tier has data describing the product with?
- C. Which tier has the data you trust most?
- D. There is no need to ask a question choose level 7

Answer: A

Explanation:

A consultant at NTO should determine which tier of data contains the information required to set up products in Consumer Goods Cloud by asking which tier describes stock keeping units (SKU). A SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. SKU is the level of data that is needed to measure share of shelf, which is the percentage of space occupied by a product or brand on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 19.

NEW QUESTION # 65

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