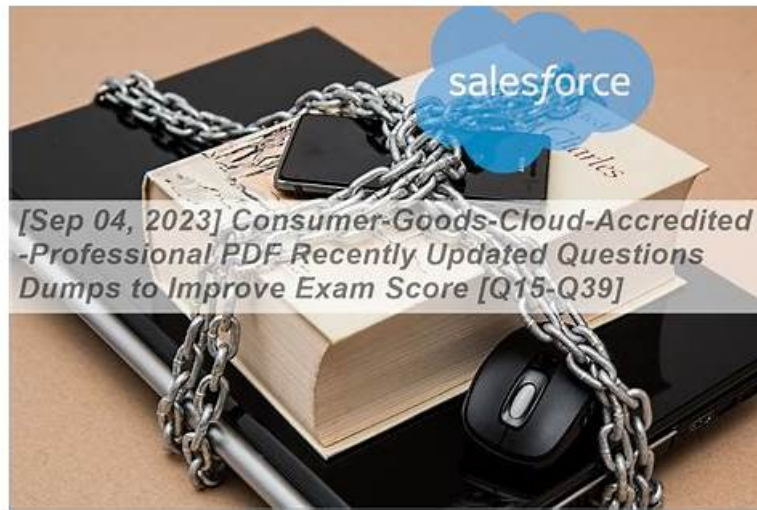


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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q85-Q90):

### NEW QUESTION # 85

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The tester did not have the lightning direct store delivery Permission Set added
- B. The tester is outside the geofence for the store
- C. The tester did not have the Lightning Retail Execution Plus Permission Set added

- D. The KPIs are too extreme and causing the system to fail

**Answer: A**

Explanation:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

#### NEW QUESTION # 86

Which two of the following allows a Consumer Goods Cloud user to review the vision detection accuracy?

- A. Shelf Metrics
- B. Model Metrics
- C. Object Metrics
- D. Planogram Metrics
- E. Goods Metrics

**Answer: A,B**

Explanation:

Shelf Metrics allow a user to review the vision detection accuracy by comparing the actual shelf image with the expected planogram image. Model Metrics allow a user to review the vision detection accuracy by showing the confidence score and the number of detections for each object in the shelf image. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

#### NEW QUESTION # 87

Northern Trail Outfitters (NTO) has their Field Reps perform regular activities, including promotion and inventory activities, as well as check the function of their computer display units that are placed in stores, to help customers ensure the backpacks fit properly. What should be done to support NTO Field Reps to ensure they are able to capture these KPIs?

- A. Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.
- B. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.
- C. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a lookup field.
- D. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.

**Answer: A**

Explanation:

This approach allows Field Reps to specifically assess and record the KPI related to the functionality of the Computer Display Unit and its effectiveness in assisting customers with backpack fitting.

#### NEW QUESTION # 88

Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

- A. Real-time Traffic-based Routing
- B. Visit Prioritization
- C. Constraint based Routing
- D. Gantt-chart Routing
- E. Visit Windows

**Answer: A,C,D**

### NEW QUESTION # 89

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

**Answer: B**

### NEW QUESTION # 90

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