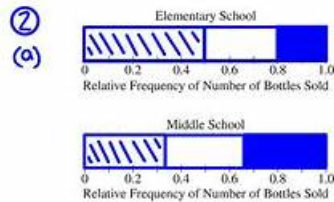


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- (b) No, the elementary school administrator is incorrect. While the elementary school sold a higher percent of small bottles ( $50\% > 33.3\%$ ), the middle school sold more small bottles.
- Suppose  $x$  = total number of bottles sold at the elementary school. Then the number of small bottles sold is  $0.50x$ .
- The middle school sold three times as many bottles ( $3x$ ) with  $\frac{1}{3}(3x) = x$  being the number of small bottles sold.
- Since  $x > 0.50x$ , the middle school sold more small bottles.
- (c) i. High school A sold a greater proportion of large bottles because  $0.7 > 0.6$ .
- ii. High school B sold a greater number of large bottles because the area of the rectangle for large bottles sold at high school B is greater than the area for large bottles sold for high school A.

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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q77-Q82):

### NEW QUESTION # 77

Product managers requested to make a brand new product available for the initial sale by account executives in Industries CPQ and support order fulfillment.

What are the two scope items to be included in the following sprints to meet the requirements?

- A. Product Model
- B. Decomposition Relationships
- C. OmniScript for Guided Selling Process
- D. Orchestration Process for MACD

**Answer: A,B**

Explanation:

To make a brand-new product available for Industries CPQ initial sale and support order fulfillment, two major work items must be completed:

B . Decomposition Relationships

These define how the commercial product breaks into technical products required for fulfillment. Without decomposition, Order Management cannot generate Fulfillment Request Lines.

D . Product Model

The product must be fully modeled in the Enterprise Product Catalog (EPC):

Product Spec

Attributes

Prices

Cardinality

Bundles

Incorrect options:

A . OmniScript is optional; CPQ can still operate via the Cart without custom OmniScripts.

C . MACD Orchestration is not needed for initial sale; only fulfillment of new orders is required at launch

### NEW QUESTION # 78

Universal Containers (UC) is using Communications Cloud and would like to introduce a limited-time offer to their customers. The offer will be available on UC's website through DC APIs and once claimed, will give customers a 10% discount for three months.

Which two options should a Consultant configure to meet this requirement?

- A. Discount
- B. Offering
- C. Time Plan
- D. Promotion

**Answer: C,D**

Explanation:

The requirement is to introduce a limited-time offer that is available on the website (digital channel/DC APIs) and, once claimed, grants a 10% discount for three months.

This is the definition of a Promotion that uses a Time Plan to define the duration of the discount.

Promotion (A):

In Salesforce Industries CPQ, a Promotion is the container entity used to define a marketing offer that modifies the price of a product (in this case, a 10% discount).

The Promotion entity is what is typically exposed to digital channels (like the website via DC APIs) for customers to claim or qualify for. The search results confirm that Promotions are used to "apply temporary changes to product pricing, bundles, and product structure".

Time Plan (B):

The Time Plan is a sub-feature of Promotions (or Price Lists) that defines the duration for which the commercial change (the 10% discount) is active.

The requirement states the discount is only for "three months." A Time Plan is specifically configured to start the discount upon activation and automatically end it after the defined period (3 months), ensuring the billing system correctly handles the price change back to the original rate.

D (Discount) is a result of the configuration, not the feature itself. The discount value (10%) is defined within the promotion.  
C (Offering) is a synonym often used for a product or bundle, but it does not specify the limited-time discount mechanism required.

#### NEW QUESTION # 79

A company called Alpine is running a 'buy one get one free' (BOGO) promotion for all energy bars and sending out merchandisers to ensure that their retail customers are running it correctly. At what level should Retail Store KPIs be defined for a promotional end cap audit and also to minimize records created?

- A. At the Alpine brand catalog level
- B. At the energy bar product SKU level
- C. At the energy bar product category level.
- D. At the custom context field level

**Answer: C**

Explanation:

Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. For a promotional end cap audit, Retail Store KPIs should be defined at the energy bar product category level, as this would capture all the energy bars that are included in the BOGO promotion and also minimize the number of records created. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

#### NEW QUESTION # 80

A Consultant must migrate Communications Cloud Data from one customized Salesforce Org to another Salesforce Org. What are two key considerations before migration and preparing the target instance to receive or import Communications Cloud data?

- A. All required data points and fields from the source org are captured in the target org.
- B. Requires matching metadata to be established in the new target org.
- C. Run data validation in parallel to the ongoing migration.
- D. Test migration data in a production environment.

**Answer: A,B**

Explanation:

Before migrating Communications Cloud data to a new org, Salesforce documentation stresses two critical readiness steps:  
A . Ensuring all required fields and data points exist in the target org Communications Cloud relies on a complex data model (EPC, Order Mgmt, Pricing, Attributes, EPC Projects, Fulfillment records). The target org must have all necessary fields and object configurations before importing data.

D . Metadata must match before migration

Migration cannot succeed unless product specs, attributes, price lists, technical product models, decomposition mappings, and orchestration metadata exist in the target org.

Metadata alignment is the #1 prerequisite for moving Communications Cloud data.

Incorrect options:

B: Running validation during migration is risky and not recommended.

C: Testing in production is strictly prohibited.

#### NEW QUESTION # 81

Sales Managers would like a map that shows which stores are running a promotion within their vicinity. Which solution meets their requirement and also involves the least amount of custom development?

- A. An unmanaged package from the AppExchange modified to meet the requirements
- B. The map component added to the home page
- C. A visual mashup that displays the required map on the promotions page
- D. The nearby map component on the promotion records page

**Answer: D**

Explanation:

The nearby map component on the promotion records page allows a user to see which stores are running a promotion within their vicinity. This solution meets the requirement and also involves the least amount of custom development, as it is a standard feature of Consumer Goods Cloud. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 32.

## NEW QUESTION # 82

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