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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q56-Q61):

NEW QUESTION # 56

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 Windows
- C. Gantt-chart Routing
- D. Constraint based Routing
- E. Visit Prioritization

Answer: A,B,D

Explanation:

Salesforce Maps Advanced includes features like real-time traffic-based routing, constraint-based routing, and visit windows to optimize field service operations and improve efficiency in planning store visits.

NEW QUESTION # 57

Universal Containers (UC) is implementing Communications Cloud. One of the KPIs for their digital transformation is to reduce time-to-market for new products and product changes since it currently takes them three months end-to-end to launch a new product.

Which two actions will help measure product time-to-market in Communications Cloud?

- A. Leverage the EPC Project functionality to track the product related configurations
- B. Create a Salesforce Report on the EPC Project object to track the product time-to-market
- C. Create a Salesforce Report on the Product object to track the product time-to-market
- D. Create a Product Time-To-Market app from a template in CRM Analytics to track the product time-to-market

Answer: A,B

Explanation:

Salesforce Communications Cloud includes the Enterprise Product Catalog (EPC), which provides a structured and measurable approach to product lifecycle management. To track and measure time-to-market, Salesforce recommends leveraging the EPC Project framework, which is specifically designed to manage, bundle, and monitor product-related changes-from initial design through testing and deployment.

Option A: Leverage the EPC Project functionality

EPC Projects act as containers for all product modifications, including Product Specifications, Pricing, Rules, Attributes, and Versions. They include timestamps for creation, modification, approval, and deployment. Public Salesforce EPC guidance highlights Projects as the recommended mechanism for governance, visibility, and tracking across the product lifecycle. EPC Projects therefore provide the primary dataset required to calculate time-to-market (TTM).

Option C: Create a Salesforce Report on the EPC Project object

Because EPC Project records store metadata about the start, modification, and completion dates of product work, Salesforce Reports on the EPC Project object allow UC to measure cycle times directly. Using reporting tools, UC can track KPIs such as:

Time from Project creation to approval

Time from design to activation

TTM per product type or product launch initiative

Delays in approval or deployment

Why not B or D?

B (CRM Analytics template) - Salesforce does not provide a predefined "Product Time-To-Market" app template specific to EPC, and TTM cannot be measured solely from analytics without EPC Project metadata.

D (Reporting on Product object) - Product records themselves do not reflect lifecycle timestamps or governance workflows, so they cannot measure TTM accurately.

NEW QUESTION # 58

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

Answer: A

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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 59

Acme Technologies is a Tier-1 provider selling fixed line Internet and TV services. In order to optimize the shipping of modems and set-top boxes (STBs), they are requesting a single call to the shipping fulfillment system, which combines all devices that need to be sent to the customer. They also want to ensure optimal performance and avoid unnecessary use of storage since they have a large customer base.

Which decomposition pattern fits their requirements?

- A. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the CFS technical product to 'Downstream Order Item'.
- B. Decompose modem and STB products into one Customer Facing Service (CFS) using M:1 decomposition pattern. Set Scope field on the technical product definition to 'Account'.
- C. Decompose modem and STB products into distinct Customer Facing Service (CFS) technical products using 1:1 decomposition pattern. Set Scope field on the modem and STB products to 'Downstream Order Item'.
- **D. Decompose modem and STB products into one Customer Facing Service (CFS) technical product using M:1 decomposition pattern. Set Scope field on the modem and STB products to 'Account'.**

Answer: D

NEW QUESTION # 60

Which option can be performed by using salesforce Maps with Consumer Goods Cloud?

- A. View map images on mobile devices even when GPS is not enabled
- B. Update with Google Maps Static API on a single address
- C. Create layers of Retail Stores
- **D. Optimize visit sequence in real time automatically during a Field Rep's Day**

Answer: D

Explanation:

Salesforce Maps integrated with Consumer Goods Cloud allows the creation of layers of Retail Stores, aiding in geographical and spatial analysis for field operations.

NEW QUESTION # 61

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