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Accredited Professional

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q38-Q43):

NEW QUESTION # 38
Which of the following have promotions associated with them using the Consumer Goods Cloud Data Model?

- A. Promotion Product, Retail Store KPI, Delivery Task and in Store Location
- B. Promotion Channel, Retail Store KPI, Retail Visit KPI and Delivery Task
- C. Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI (Promotion Product, Promotion Product Categories, Promotion Channel)
- D. Promotion Channel, Retail Visit KPI, Assessment Task Definition and in Store Location

Answer: C

NEW QUESTION # 39
Which Three actions should a System Admin perform to set up a survey assessment task in the Consumer Goods Cloud?

- A. Create a Retail Store KPI record of 'Survey Type'
- B. Create a Survey record using Salesforce survey application
- C. Define an Assessment Task Definition of type 'In-Store Survey'
- D. Generate survey invitations for the retail store 'Primary Contact'.
- E. Define Assessment Indicator Definition to capture within survey

Answer: A,B,D

NEW QUESTION # 40
Which permission set allows end-users to leverage the Einstein Visit Recommendation feature in Consumer Goods Cloud?

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

Answer: A

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q37-Q42):

NEW QUESTION # 37

When performing a search in an inventory check task which products are considered for the search?

- A. All products owned by the user
- B. All products in the organization
- C. All products associated with the retail store
- D. All products created by the user

Answer: C

Explanation:

When performing a search in an inventory check task, only the products that are associated with the retail store are considered for the search. This is because the inventory check task is designed to verify the availability and quantity of products in a specific store location. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28.

NEW QUESTION # 38

A member of the Northern Trail Outfitters company has been tasked with setting up planograms for the field team. Which of the following steps is required to ensure an assessment task of planogram check is available to the field?

- A. The team member must populate the custom context field on the assessment task.
- B. The team member must upload an image of the planogram to the assessment task's related documents.
- C. The team member must associate the In-Store Location to the Planogram for the functionality to work.
- D. The team member must make sure Einstein Object Detection has been enabled.

Answer: B

Explanation:

Uploading an image of the planogram is essential for enabling field teams to perform planogram checks, providing a visual reference for in-store product placement and arrangement.

NEW QUESTION # 39

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

Answer: B

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

NEW QUESTION # 40

A B2B communications company routinely manages intricate product configurations with over 1000 line items, leading to notable operational complexities. The company is concerned about the performance and scalability of the solution as the order volume is expected to increase progressively.

Which Salesforce Communications Cloud solution would you recommend to streamline the configure, price, and quote (CPQ) process and address the customer's performance and scalability concerns?

- **A. Enterprise Sales Management**
- B. Large Account Sales Management
- C. Multiplay Subscription Management
- D. Multi-site CPQ

Answer: A

Explanation:

For B2B telecom companies dealing with complex configurations exceeding 1000 line items, the only Salesforce Communications Cloud solution purpose-built for performance, scalability, and large enterprise quoting is Enterprise Sales Management (ESM).

ESM enhances the CPQ experience by supporting:

Extremely high cart volumes (hundreds to thousands of lines)

Multi-site, multi-location enterprise networks

Enterprise-grade discounting and contract structures

Scalable pricing, validation, and asset handlings

Better separation of commercial vs. technical configurations

Options A, C, and D do not address enterprise-scale CPQ needs with thousands of line items. Large Account Sales Management focuses on account planning, not CPQ performance. Multiplay Subscription Management and Multi-site CPQ do not solve the scalability challenge.

NEW QUESTION # 41

A Field Rep is having challenges measuring their share-of-shelf due to a recent change in packaging to a competitor's product, which makes their products look almost identical. When using Einstein, the competitor's product was marked incorrectly as the rep's product. What should the rep do to prevent this from happening in the future?

- **A. Edit product tags.**
- B. Contact the manager to create a new planogram.
- C. Cancel the task and perform the planogram check manually.
- D. Turn the competitor's products around and re-perform the check.

Answer: A

Explanation:

To prevent Einstein from marking the competitor's product incorrectly as their own product when measuring their share-of-shelf, the field rep should edit product tags. Product tags are labels that identify and count products in an image using Einstein Vision. Einstein Vision is a feature that uses artificial intelligence to detect and count objects in an image. By editing product tags, the field rep can correct any errors or inaccuracies in the object detection process and ensure that their own products and their competitor's products are tagged correctly. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 42

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