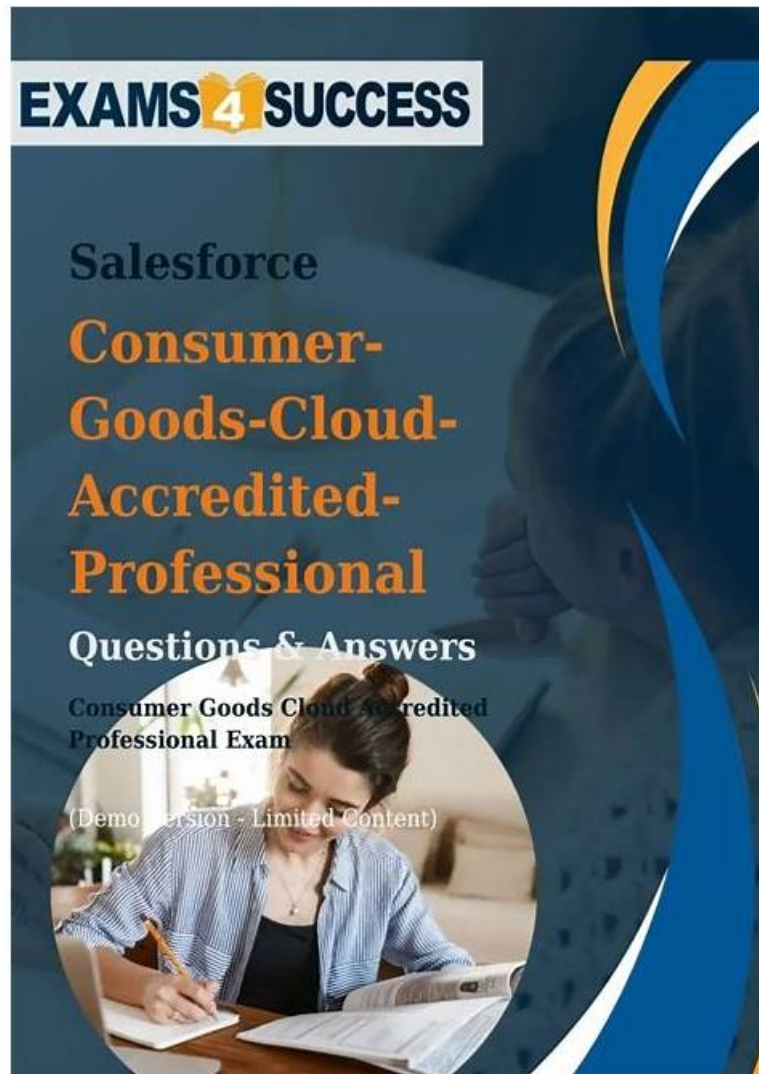


# Valid Salesforce Test Topics Pdf–High-quality Consumer-Goods-Cloud-Accredited-Professional Exam Simulations



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Salesforce Consumer Goods Cloud Accredited Professional (CGCAP) Certification Exam is designed to validate the knowledge and skills of professionals in the consumer goods industry who work with Salesforce's Consumer Goods Cloud platform. Consumer-Goods-Cloud-Accredited-Professional Exam covers a range of topics such as account and opportunity management, retail execution, and trade promotions management. Salesforce Consumer Goods Cloud Accredited Professional certification demonstrates that the individual has a deep understanding of the platform and can effectively use it to drive business growth.

## Salesforce Consumer-Goods-Cloud-Accredited-Professional Exam Simulations | Consumer-Goods-Cloud-Accredited-Professional Study Materials Review

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### Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q95-Q100):

#### NEW QUESTION # 95

Alpine, a Consumer Goods company, is launching a new division dedicated to fresh baked breads delivered to restaurants and groceries. In an effort to move product rapidly and pick up new clients they need to extend their current customer onboarding process to allow field reps to onboard new customers while on their daily route. Which option is a best practice to complete this requirement ?

- A. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- B. Ask the potential customer to navigate to the Alpine website built on Commerce Cloud to place their first order. Use the Commerce Cloud to Consumer Goods Cloud connector to complete the order
- C. Use the Click2Create function to pull the Point of interest data from maps directly to the address fields and attached follow up case or lead to onboard the outlet on an onboarding journey
- D. Create an opportunity and use CPQ to send the restaurant manager an enticing quote

**Answer: C**

Explanation:

The Click2Create function is a feature of Consumer Goods Cloud that allows a field rep to create a new retail store record from the mobile app by tapping on a point of interest on a map. This function automatically fills in the address fields with the data from the map and also allows the field rep to attach a follow up case or lead to onboard the outlet on an onboarding journey. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 34-35.

#### NEW QUESTION # 96

Which statement is correct about Consumer Goods- Einstein Visit Recommendations?

- A. Visit Recommendations are automatically generated by recent case activities
- B. Visit Recommendations can be created using the Next Best Action Strategy
- C. Visit Recommendations rules consider the store operating hours
- D. Visit Recommendations automatically take into consideration already created visits for the store

**Answer: D**

Explanation:

Visit Recommendations are suggestions for field reps to visit certain stores based on predefined rules and criteria. One of the correct statements about Visit Recommendations is that they automatically take into consideration already created visits for the store, meaning that they do not recommend visiting a store that already has a scheduled or completed visit within a certain time frame. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 36.

#### NEW QUESTION # 97

A Company by the name of Northern Trail Outfitters(NTO) leverages top industry professionals to manage direct store delivery. How should a consultant explain the power of Consumer Goods Cloud's Einstein for CG- Visit Recommendations feature to NTO?

- A. By adopting the Einstein for CG- Visit Recommendations with the consumer goods cloud, Professionals can focus on these work while having information served to them that will support them in being competitive
- B. Consumer Goods Cloud Einstein for CG - Visit Recommendations feature is natively powered by market research data enabling comprises to target customers by leveraging big data and competitors performance
- C. Einstein for Consumer Goods Cloud is a great tool, but like all software Consumer Goods Cloud is a work in progress. Updates to resolve the functionality gaps of professionals aren't likely to occur until one of the three yearly releases.
- D. By adopting the Einstein for CG - Visit Recommendations on the Consumer Goods Cloud the existing workforce can be terminated and replaced with more affordable lay workers to increase margins

**Answer: A**

#### NEW QUESTION # 98

A Company by the name of Northern Trail Outfitters (NTO) leverages top industry professionals to manage direct store delivery. How should a consultant explain the power of Consumer Goods Cloud's Einstein for CG- Visit Recommendations feature to NTO?

- A. By adopting the Einstein for CG- Visit Recommendations with the consumer goods cloud, Professionals can focus on these work while having information served to them that will support them in being competitive
- B. Consumer Goods Cloud Einstein for CG - Visit Recommendations feature is natively powered by market research data enabling comprises to target customers by leveraging big data and competitors performance
- C. Einstein for Consumer Goods Cloud is a great tool, but like all software Consumer Goods Cloud is a work in progress. Updates to resolve the functionality gaps of professionals aren't likely to occur until one of the three yearly releases.
- D. By adopting the Einstein for CG - Visit Recommendations on the Consumer Goods Cloud the existing workforce can be terminated and replaced with more affordable lay workers to increase margins

**Answer: A**

Explanation:

Einstein for CG- Visit Recommendations is a feature that uses artificial intelligence to suggest optimal store visits for field reps based on predefined rules and criteria. By adopting this feature with the consumer goods cloud, professionals can focus on their work while having information served to them that will support them in being competitive. For example, they can prioritize the most profitable or strategic stores, avoid unnecessary or redundant visits, and optimize their routes and schedules. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 36.

#### NEW QUESTION # 99

Which three setup steps should the Salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- A. Assign the Action Plans permission set to the Sales Manager .
- B. Assign the Lightning Direct store Delivery permissions set to the user
- C. Change the Action Plan Type Delivery
- D. Define Assessment Indicator Definitions for Delivery task
- E. Create an action plan template with a Delivery Task and assign it to a Visit

**Answer: A,B,E**

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:

\* Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

\* Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

\* Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.



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