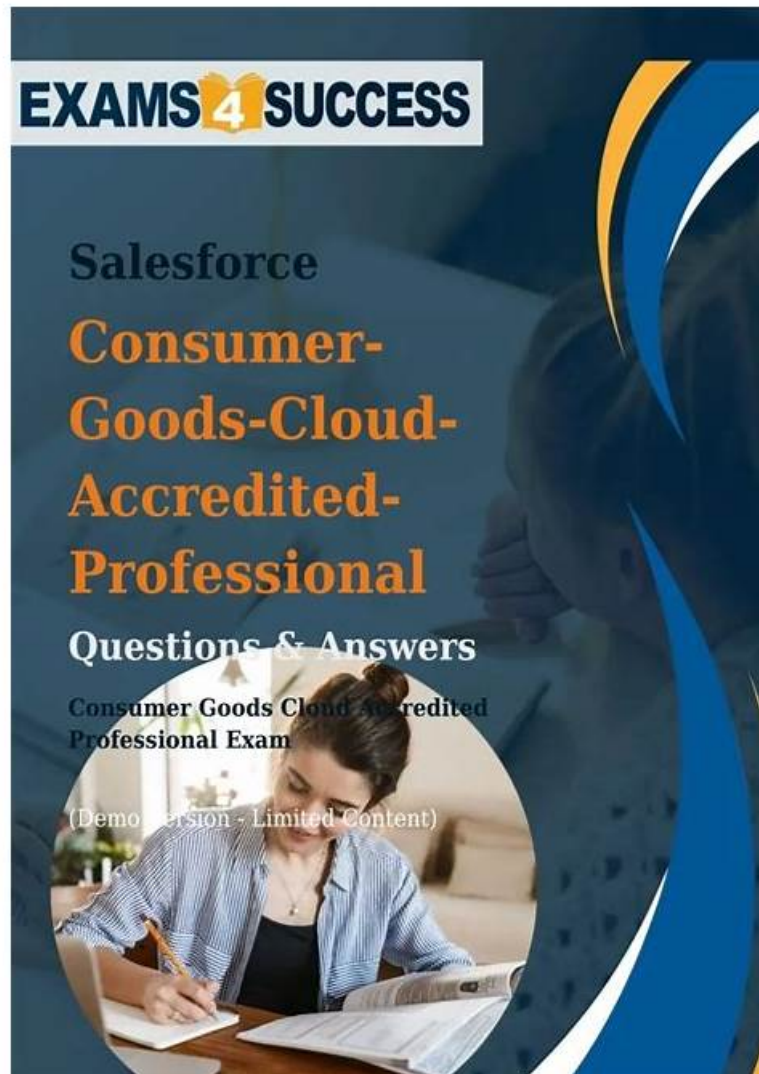


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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q35-Q40):

NEW QUESTION # 35

Which are the two primary use cases for performing an in-store survey?

- A. Saving time for the Field Rephttps://help.salesforce.com/s/articleView?id=sf.retail_concept_user_survey.htm&type=5
- **B. Gathering data on promotions, inventory requirements and product quality**
- C. Gathering data on inventory reconciliation
- D. Gathering point of sale data
- **E. Gathering feedback from customers, consumers shoppers, and staff**

Answer: B,E

Explanation:

Two primary use cases for performing an in-store survey are:

* Gathering feedback from customers, consumers, shoppers, and staff. An in-store survey can be used to collect feedback from various stakeholders who interact with the products or services offered by the consumer goods company. For example, an in-store survey can ask customers about their satisfaction, preferences, or suggestions; consumers about their awareness, perception, or loyalty; shoppers about their behavior, motivation, or barriers; and staff about their challenges, needs, or opinions.

* Gathering data on promotions, inventory requirements and product quality. An in-store survey can be used to collect data on various aspects of the product performance and availability in the retail store.

For example, an in-store survey can ask about the compliance, effectiveness, or impact of promotions; the demand, supply, or replenishment of inventory; and the condition, quality, or issues of products

NEW QUESTION # 36

Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

- A. Use a custom task with apex
- B. Use a custom task with flow
- **C. Use an inventory check task with flow**
- D. Use a promotion check task with apex

Answer: C

Explanation:

This approach allows for an efficient and code-minimal way to check compliance of high-value assets in stores and trigger correction action plans based on Boolean values.

NEW QUESTION # 37

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 is outside the geofence for the store
- **B. The tester did not have the lightning direct store delivery Permission Set added**
- 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: B

NEW QUESTION # 38

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

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

Answer: A

NEW QUESTION # 39

A consultant for Northern Trail Outfitters (NTO) retail stores would like to configure inventory checks related to product, that are stocked in the frozen food aisle. What should the consultant do first to ensure the field rep knows that the product is located in the frozen food aisle?

- A. Create a picklist field called location' to document the Frozen Food Aisle.
- **B. Create an In-Store Location called Frozen Food Aisle'.**
- C. Nothing as Product2 captures that the product is frozen.
- D. Create a record type called 'Frozen Food Aisle' on the retail store.
- E. Create a record type called 'Frozen Food Aisle on the task.

Answer: B

Explanation:

To ensure the field rep knows that the product is located in the frozen food aisle when performing an inventory check, the consultant should create an In-Store Location called Frozen Food Aisle'. An In-Store Location is an object that represents a specific area within a retail store, such as an aisle, a shelf, or a cooler. By creating an In-Store Location for the frozen food aisle, the consultant can associate it with the products that are stocked in that area and display it on the inventory check task. This way, the field rep can easily locate and verify the products in the frozen food aisle. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 20.

NEW QUESTION # 40

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