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The Consumer Goods Cloud is Salesforce's industry-specific solution for consumer goods companies. It is designed to help these companies better manage their sales processes, from planning to execution. The cloud-based platform offers a range of features, including account planning, territory management, and retail execution tools. By using the Consumer Goods Cloud, companies can gain greater visibility into their sales processes, improve collaboration between sales teams, and ultimately drive better business outcomes.

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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q55-Q60):

NEW QUESTION # 55
Items are not appearing in the delivery task. What object needs to be assigned to the user for the items to be listed

- A. Shipment
- B. Product Transfer
- C. Retail Store KPI

- D. Product

Answer: B

Explanation:
A product transfer is an object that represents the movement of products from one location to another, such as from a warehouse to a retail store. A user needs to be assigned a product transfer for the items to be listed in the delivery task, which is a type of action plan task that allows a field rep to deliver products to a retail store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 56
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. Multiplay Subscription Management
- B. Multi-site CPQ
- C. Enterprise Sales Management
- D. Large Account Sales Management

Answer: C

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 # 57
Which three Consumer Goods Cloud(CGC) objects are linked to the product2 object in the CGC data model?

- A. Assessment Task Product
- B. Assortment Product
- C. Store Product
- D. Delivery Product
- E. Promotion Product

Answer: B,C,E

Explanation:
Assortment Product, Promotion Product, and Store Product are three Consumer Goods Cloud objects that are linked to the product2 object in the CGC data model. These objects represent different aspects of products in relation to retail stores. They are:
Assortment Product, which represents a product that is part of an assortment list for a retail store. An assortment list is a list of products that should be available in a store based on various factors, such as seasonality, demand, or strategy.
Promotion Product, which represents a product that is part of a promotion for a retail store. A promotion is an offer or incentive that aims to increase sales or awareness of a product or brand.
Store Product, which represents a product that is associated with a specific retail store location. A store product contains information such as the quantity, price, and availability of the product in the store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 19-20.

NEW QUESTION # 58

A developer has modified the EPC price amount of one mobile device using the Product Designer from Communications Cloud. After the price has been changed, the developer wants to check the previous EPC price amount to track pricing metrics and get some forecast metrics.

How can the developer check the previous price amount on the mobile device?

- A. Using EPC project feature checking the changes done for the defaulted project after having enabled the feature
- B. Creating a new custom field on Price List Entry and populating it with a trigger that was created before changing the price
- C. Using Price List Entry History checking the changes done after having enabled Track Field History on Price List Entry object
- D. Using the versioning feature and comparing the prices for the versioned product after having enabled the feature

Answer: C

Explanation:
To track pricing changes, Salesforce recommends enabling Field History Tracking on Price List Entry, which logs:
Old price
New price
User
Time of change
This is the simplest way to review previous pricing.
Why others are wrong:
A requires custom triggers-not recommended.
C EPC Project history tracks metadata changes, not price list values.
D Versioning is for product specifications, not PLE prices.

NEW QUESTION # 59

Which object is connected to Action Plan?

- A. Retail Store
- B. Visit
- C. Action Plan Template em
- D. Assessment Task

Answer: B

NEW QUESTION # 60

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