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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q57-Q62):

NEW QUESTION # 57

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 did not have the lightning direct store delivery Permission Set added
- B. The tester did not have the Lightning Retail Execution Plus Permission Set added
- C. The tester is outside the geofence for the store
- D. The KPIs are too extreme and causing the system to fail

Answer: A

Explanation:

A possible reason for failing all the test cases related to delivery tasks is that the tester did not have the lightning direct store delivery Permission Set added. A Permission Set is a collection of settings and permissions that grant users access to various tools and features. The lightning direct store delivery Permission Set is required for users who need to use the delivery task functionality and related objects, such as product transfers and shipments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 29.

NEW QUESTION # 58

Universal Containers (UC) is a Communications Service Provider using Communications Cloud. As part of Internet order fulfillment, UC warehouse agents will use Salesforce to enter a router's barcode and enter the shipping tracking number for the router. How should a Communications Cloud Consultant solve this requirement?

- A. Configure an Autotask Orchestration Item that will automatically launch an OmniScript to enter the router's barcode number and shipping tracking number
- **B. Configure a Manual Task Orchestration Item that will launch an OmniScript to enter the router's barcode number and shipping tracking number**
- C. Configure a Push Event Orchestration Item that will receive the router's barcode number and shipping tracking number
- D. Configure a Manual Task Orchestration Item that will launch a Flow to enter the router's barcode number and shipping tracking number

Answer: B

Explanation:

Warehouse agents manually entering router barcode and shipment tracking numbers requires a human task in Order Management.

Salesforce best practice:

Use a Manual Task Orchestration Item when human input is required.

Launch an OmniScript to capture structured data, validate inputs, and update Fulfillment data.

Why the others are incorrect:

A (Flow) - Flows are not the recommended UI for OM tasks; OmniScripts provide better control, validations, dynamic forms, and DC/CPQ consistency.

B (Push Event) - Push tasks send tasks to external queues/systems, not internal warehouse agents.

C (Autotask) - Auto Tasks run without human interaction, so cannot capture barcodes manually.

NEW QUESTION # 59

Which three statements are Correct about Store Products?

- A. Store Products are automatically When shipment related tasks are completed
- **B. Store Products are required for Inventory Check Task to work**
- **C. Store products are required for Promotion check task to work**
- D. Store Products drive the order capture functionality.
- **E. Store Products are required to search and scan functionality in the Inventory Check Task**

Answer: B,C,E

Explanation:

Store Products are integral to various tasks in Consumer Goods Cloud, including inventory and promotion checks, as well as search and scan functionalities.

NEW QUESTION # 60

What actions should a consultant take during setup to ensure Einstein Vision works when deployed to field users?

- A. Upload a suppression data set for known competitor products so Einstein can avoid the detection
- **B. Build the model to be used and review its quality prior to deployment to support a positive first experience**
- C. Assign a permission set for users who need to use Einstein to provide access to functionally
- **D. Populate the custom object for Einstein optical character recognition so that the system can have a baseline to perform its AI**
- **E. Upload a data set for Einstein to leverage for object detection so the system can have a baseline to perform its AI**

Answer: B,D,E

NEW QUESTION # 61

Universal Containers (UC) is a Communications Cloud customer. They want to use the Communications Cloud CPQ solution for their residential B2C use case. Their main goal is to have a short sales process that lasts no more than three days. Since this is a B2C use case, users will buy the products directly or reach out to Agents to purchase the products for them. UC also wants to consider a flexible option for authenticated community users.

What should a Consultant propose to meet UC's requirements?

- **A. Create a Custom Buyflow (OmniScript) invoked from Account Object for Order Creation and perform CPQ actions on the Order Object.**
- B. Use Out of the Box Cart on Opportunity that creates Quote and then perform CPQ actions on Order, created from Quote.
- C. Create a Custom Buyflow (OmniScript) invoked from Account Object for Quote creation and perform CPQ actions on Quote Object.
- D. Use the Sales Process OmniScript that includes Lead, Opportunity, Quote, Order objects and perform CPQ actions on Quote Object.

Answer: A

Explanation:

For a residential B2C scenario in Communications Cloud, Salesforce recommends a short, direct sales flow that minimizes CRM steps like Leads and Opportunities. In B2C, the objective is usually to let customers (or agents on behalf of customers) configure, price, and purchase in as few steps as possible, often closing within a single interaction or within a very short time window-well within UC's three-day target.

Communications Cloud provides a pattern where CPQ actions are performed directly on the Order object for B2C/B2B2C flows, especially when:

The sales cycle is short.

There is no need for complex pipeline management.

The customer is buying directly (web, community, call center).

Option C reflects this: a Custom Buyflow (OmniScript) is used as the guided selling UI, invoked in a way that works for agents and authenticated community users, and it operates directly on the Order as the commercial transaction record. CPQ logic (cart, pricing, validation, promotions) is executed on the Order, which aligns with standard B2C digital commerce patterns in Communications Cloud.

Option A and B introduce a heavier Lead → Opportunity → Quote → Order process, which is more appropriate for complex B2B sales and contradicts the "short sales process" requirement. Option D still centers the process on a Quote, which is typically used where negotiation or longer cycles are expected. For UC's fast B2C use case with direct or assisted buying, Order-centric CPQ via a Buyflow (OmniScript) is the recommended approach, making C the correct choice.

NEW QUESTION # 62

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