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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q110-Q115):

NEW QUESTION # 110

With which object is the promotion object directly associated?

- A. Promotion Channel
- **B. Products**
- C. Retail Store Group
- D. Retail Store

Answer: B

NEW QUESTION # 111

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

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

Answer: C,D,E

NEW QUESTION # 112

Which two permissions should be enabled for users to view the Tableau CRM for Consumer Goods Cloud app?

- A. Tableau CRM View
- B. CG Analytics User
- C. Tableau CRM Growth
- D. Tableau CRM Plus User
- E. Tableau CRM Modify All

Answer: B,D

NEW QUESTION # 113

ABC Telecom has a requirement to allow their customers to upgrade or downgrade plans from an unlimited plan to a limited plan or from two play packs to three play packs and vice versa.

Which three are key offerings provided by the change of plan feature in Communications Cloud?

- A. Supported by Digital Commerce APIs
- B. History of Subscription Updates and Traceability
- C. Service Continuity
- D. Moving to/out from the bundled offer
- E. Customers can choose from all plans in the price book.

Answer: A,C,D

Explanation:

The "Change of Plan" feature in Salesforce Communications Cloud (often accessed via Digital Commerce APIs or the Cart) is designed to handle the complex logic of modifying an existing customer's service portfolio. The three key offerings/capabilities are: Supported by Digital Commerce APIs (A): Salesforce provides specific Digital Commerce (DC) APIs (e.g., getChangeOfPlanOffers or generateChangeOfPlan) that allow this complex logic to be exposed on self-service portals. This enables customers to view eligible upgrade/downgrade paths and execute the change without agent assistance, calculating pro-rated costs in real-time.

Moving to/out from the bundled offer (B): The feature is sophisticated enough to handle structural changes in the product hierarchy. It can take a standalone asset and move it into a bundle (e.g., moving a standalone internet line into a "Triple Play" bundle) or unbundle a service, maintaining the integrity of the commercial and technical data throughout the transition.

Service Continuity (E): A critical requirement in Telecom is that the "Change of Plan" (Commercial Change) does not accidentally disconnect the underlying technical service (Technical Change) unless intended. The Change of Plan feature ensures Service Continuity by preserving the link to the existing Technical Products (RFS) and Assets, ensuring that a customer upgrading their billing plan doesn't suffer a service outage during the provisioning process.

Why C and D are incorrect:

D (Customers can choose from all plans...): This is incorrect. The Change of Plan feature specifically uses Eligibility and Context Rules to filter the catalog. A customer on a Fiber plan cannot "choose" a legacy Copper plan if rules forbid it. They only see eligible target paths, not all plans.

C (History...): While Salesforce tracks field history and asset history, "Traceability" is a platform characteristic, whereas Service Continuity and Bundle manipulation are specific functional offerings of the Change of Plan logic engine.

NEW QUESTION # 114

How can an Account Manager visualize store visits in their territory for the day by their current status?

- A. By creating a map layer using accounts as a base object and color code the markers by status
- B. By creating a map layer using retail store as the base object and represent the markers by shape
- C. By creating a Map Layer using retail store search filters by status and color code the markers by status
- **D. By creating a map layer using visits as the base object and color code the markers by status**

Answer: D

Explanation:

To visualize store visits in their territory for the day by their current status, an Account Manager can create a map layer using visits as the base object and color code the markers by status. A map layer is a visual representation of data on a map that can be filtered and customized. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. The status of a visit indicates whether it is planned, in progress, completed, or canceled. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.

NEW QUESTION # 115

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