

Quiz Salesforce - AP-204—Professional Valid Test Forum



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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q16-Q21):

NEW QUESTION # 16

GreenTech, a Consumer Goods company wants to sell new products in a particular retail store Which Tableau CRM dashboard should they use to find opportunities to sell new products in a retail store location

- A. Sales Rep Performance
- B. Sales Manager- Territory Performance
- C. Account Insight
- D. White Space Analysis

Answer: D

Explanation:

White Space Analysis is a Tableau CRM dashboard that shows opportunities to sell new products in a retail store location. It

analyzes the sales performance and product distribution across different stores and segments, and identifies gaps or white spaces where new products can be introduced or existing products can be expanded. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

NEW QUESTION # 17

Universal Connect (UC) offers business TV services to its customers. As part of the offerings, UC requires the business TV's attribute to be changed to "Gold" if an account's SLA field value is "Gold".

What solution should a Consultant recommend to achieve this requirement?

- A. Attribute Rules
- **B. Advanced Rules**
- C. Compatibility Rules
- D. Context Rules

Answer: B

Explanation:

To achieve the requirement of automatically changing a product attribute (Business TV Attribute) to specific value ("Gold") based on a field on the Customer Account (SLA = "Gold"), the Consultant should recommend Advanced Rules.

Advanced Rules (Product Configuration): In Salesforce Industries (Communications Cloud) CPQ, Advanced Rules are the comprehensive framework used to handle complex logic that requires evaluating data from related objects (like the Account or Quote) to trigger actions on the Product line items in the cart.

Entity Filters: Advanced Rules utilize Entity Filters to evaluate the "If" condition. The Entity Filter can be configured to look up the Account record associated with the order and check if the SLA__c field equals 'Gold'.

Rule Actions: Once the condition is met, the Advanced Rule triggers a Configuration Action. This action can be defined to "Set Attribute" (or Assign) the value 'Gold' to the specific attribute on the Business TV product.

Why other options are incorrect:

Attribute Rules (D): While "Attribute Rules" (or Product Attribute Rules) handle logic regarding attributes, they are typically used for intra-product dependencies (e.g., "If Color is Red, then Size cannot be Small" or "Set Default to X"). They do not natively support reaching out to the Account object to read a field without the broader Advanced Rule/Entity Filter wrapper.

Context Rules (A): These are primarily used for Eligibility, Pricing, and Promotions (determining if a product appears or which price list applies). They are not typically used to set configuration attribute values on the line item itself.

Compatibility Rules (C): These are used to validate if products can exist together (Requires/Excludes), not to set attribute values. This pattern allows for "Auto-Configuration" of the product based on the customer's profile, ensuring the sold service aligns with the customer's contractual Service Level Agreement (SLA) without manual agent intervention.

NEW QUESTION # 18

Which object is connected to Action Plan?

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

Answer: C

Explanation:

An action plan is connected to a visit, which represents a scheduled or unscheduled interaction between a field rep and a retail store. A visit can have one or more action plans associated with it, depending on the tasks that need to be completed during the visit.

Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

NEW QUESTION # 19

ABC Telecom offers advanced B2B connectivity products to companies with multiple service accounts, hundreds of quotes, and an average of 1,000 line items per quote.

Which application suite supports this scenario?

- A. Subscriber Lifecycle Management

- B. Mobile Subscription Management
- **C. Enterprise Sales Management**
- D. Advertising Sales Management

Answer: C

Explanation:

In Salesforce Industries (formerly Vlocity), large-scale B2B quoting scenarios-especially those involving multiple service accounts, hundreds of simultaneous quotes, and high-volume line-item configurations-are supported by the Enterprise Sales Management (ESM) application suite. Public Salesforce Industries resources describe ESM as the solution specifically engineered for complex B2B sales cycles, high-volume quoting, and enterprise-level product configuration.

ESM extends the functionality of Industries CPQ to support "high-line-item quoting environments," allowing sales teams to manage thousands of products, hierarchical product bundles, account-specific pricing, and approval workflows. It is optimized for organizations selling advanced connectivity solutions, WAN, MPLS, SD-WAN, Dedicated Internet, and other enterprise-grade telecom services-exactly the type of offerings ABC Telecom delivers.

Salesforce's public feature descriptions highlight that ESM supports:

Large quoting volumes (hundreds of quotes per customer)

Complex commercial hierarchies (B2B enterprise accounts with multiple service locations) Scalable CPQ performance for 1,000+ line items Enterprise contract, pricing, and proposal workflows Multi-site, multi-service configuration Other choices do not fit:

Advertising Sales Management focuses on media/advertising inventory buys.

Mobile Subscription Management is for B2C mobile postpaid/prepaid subscriptions.

Subscriber Lifecycle Management manages consumer subscriber journeys, not enterprise B2B quoting.

Thus, for ABC Telecom's enterprise customer scenario with large, complex quotes, Enterprise Sales Management is the correct and Salesforce-aligned solution.

NEW QUESTION # 20

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

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

Answer: A,E

Explanation:

These permissions ensure that users have the necessary access to view and interact with the Tableau CRM for Consumer Goods Cloud app, providing critical analytics and insights.

NEW QUESTION # 21

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