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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q107-Q112):

NEW QUESTION # 107

Which of the following are supported KPI Type values for Retail Store KPI records?

- A. Revenue
- B. Promotion
- C. Units
- D. Price
- E. Facing

Answer: A,C,E

Explanation:

In the Consumer Goods Cloud, Retail Store KPI records support various KPI types, including Units, Facing, and Revenue. These KPIs are critical for assessing retail performance.

NEW QUESTION # 108

Universal Containers (UC) is using Communications Cloud and would like to introduce a limited-time offer to their customers. The offer will be available on UC's website through DC APIs and once claimed, will give customers a 10% discount for three months. Which two options should a Consultant configure to meet this requirement?

- A. Discount
- B. Offering
- C. Promotion
- D. Time Plan

Answer: C,D

Explanation:

The requirement is to introduce a limited-time offer that is available on the website (digital channel/DC APIs) and, once claimed, grants a 10% discount for three months.

This is the definition of a Promotion that uses a Time Plan to define the duration of the discount.

Promotion (A):

In Salesforce Industries CPQ, a Promotion is the container entity used to define a marketing offer that modifies the price of a product (in this case, a 10% discount).

The Promotion entity is what is typically exposed to digital channels (like the website via DC APIs) for customers to claim or qualify for. The search results confirm that Promotions are used to "apply temporary changes to product pricing, bundles, and product structure".

Time Plan (B):

The Time Plan is a sub-feature of Promotions (or Price Lists) that defines the duration for which the commercial change (the 10% discount) is active.

The requirement states the discount is only for "three months." A Time Plan is specifically configured to start the discount upon activation and automatically end it after the defined period (3 months), ensuring the billing system correctly handles the price change back to the original rate.

D (Discount) is a result of the configuration, not the feature itself. The discount value (10%) is defined within the promotion.

C (Offering) is a synonym often used for a product or bundle, but it does not specify the limited-time discount mechanism required.

NEW QUESTION # 109

A company called Alpine is running a 'buy one get one free' (BOGO) promotion for all energy bars and sending out merchandisers to ensure that their retail customers are running it correctly. At what level should Retail Store KPIs be defined for a promotional end cap audit and also to minimize records created?

- A. At the Alpine brand catalog level
- B. At the energy bar product SKU level
- C. At the custom context field level
- D. At the energy bar product category level.

Answer: D

Explanation:

Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. For a promotional end cap audit, Retail Store KPIs should be defined at the energy bar product category level, as this would capture all the energy bars that are included in the BOGO promotion and also minimize the number of records created. Verified

Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

NEW QUESTION # 110

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 Product, Retail Store KPI, Delivery Task and in Store Location
- C. Promotion Channel, Retail Visit KPI, Assessment Task Definition and in Store Location
- D. Promotion Channel, Retail Store KPI, Retail Visit KPI and Delivery Task

Answer: A

Explanation:

Promotion Product, Promotion Channel, Retail Store KPI, and Retail Visit KPI are four objects that have promotions associated with them using the Consumer Goods Cloud Data Model. These objects help users to define, execute, and measure promotions in retail stores. They are:

Promotion Product, which represents a product that is part of a promotion.

Promotion Channel, which represents a channel or segment where a promotion is applicable.

Retail Store KPI, which represents a key performance indicator that measures how well a retail store is performing against a specific promotion goal or target.

Retail Visit KPI, which represents a key performance indicator that measures how well a field rep executed a promotion during a store visit. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

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

Answer: A,B,D

Explanation:

These steps enable the setup of survey assessment tasks in Consumer Goods Cloud, ensuring the surveys are well-defined and integrated with retail store activities.

NEW QUESTION # 112

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