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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q68-Q73):

NEW QUESTION # 68

Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

- A. By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).
- B. By assigning the asset to a custom task type and make the distributors enter the delivered quality
- C. By creating a report for store locations to monitor the on hand inventory
- D. By creating delivery tasks for the distributors and track the shipping document status

Answer: A

Explanation:

To keep track of the inventory of the samples in the field, Alpine can create delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU). A delivery task is a type of action plan task that allows a field rep to deliver products to a retail store. A product SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. By creating delivery tasks and monitoring product SKUs, Alpine can ensure that the distributors have enough samples to distribute and also track how many samples have been delivered to each store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 69

ABC Telecom wants to enable Experience Cloud for their partners. They want Communications Cloud to communicate with external systems during an order capture journey for their partners. Users should go through a guided journey and connect with an external system seamlessly.

Which two features must a Consultant use to meet their needs?

- A. Integration Procedures
- B. DataRaptors
- C. OmniScripts
- D. FlexCards

Answer: A,C

Explanation:

For partner-facing guided journeys in Experience Cloud that must communicate with external systems during order capture, Salesforce recommends using OmniScripts and Integration Procedures together.

OmniScripts (A) provide the guided user journey-highly configurable, step-by-step flows where partners can configure products, enter customer data, and trigger backend processes. OmniScripts are the front-end orchestration layers for Communications Cloud CPQ and order capture in portals.

Integration Procedures (C) are the server-side execution engine that handle:

Calling external systems

Orchestrating multiple APIs

Handling transformations

Reducing client-server chattiness

They are specifically optimized for Experience Cloud, where minimizing round trips and improving performance is critical.

DataRaptors (B) handle simple CRUD and transformations but are not well suited for multi-step external integrations.

FlexCards (D) are for display/UI components, not guided journeys or external API orchestration.

NEW QUESTION # 70

Universal Containers is using Communications Cloud Order Management and just onboarded their enterprise sellers and regional champions from various regions. After adding these sellers, the volume of orders has gone up considerably and orchestration is failing because the number of Apex jobs queued is exceeding the maximum allowed.

What should a Consultant suggest to mitigate the orchestration errors?

- A. Enable Platform Events processing for orchestration.

- B. Raise a support case to increase the limit of Apex jobs.
- C. Create an Apex class that splits the orders into multiple orders and submit them asynchronously.
- D. Optimize the number of orchestration auto tasks and use manual tasks.

Answer: A

Explanation:

In Salesforce Communications Cloud Order Management, orchestration steps execute through Apex-based orchestration jobs. When order volume rises sharply-as happens when additional sellers or regional teams begin submitting orders-the system may hit Salesforce's platform limit for queued Apex jobs (50 × number of licensed Salesforce users). Once this limit is reached, orchestration fails.

Salesforce's official scalability recommendation is to enable Platform Events for Orchestration. This switches Order Management from synchronous Apex-queue processing to asynchronous, event-driven orchestration, which drastically reduces reliance on Apex jobs. Platform Events allow OM to process far more concurrent orchestration steps without hitting queue limits and provide better throughput and resilience for enterprise-scale flows.

Options A and B are incorrect because Salesforce does not increase Apex job limits, and splitting orders is not a best-practice.

Option D reduces automation and violates OM design principles.

NEW QUESTION # 71

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

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

Answer: A,B,C

Explanation:

In the Consumer Goods Cloud data model, several objects are linked to the Product2 object. These include Assortment Product, Assessment Task Product, and Promotion Product. This linkage is essential for comprehensive product management within the Consumer Goods Cloud.

NEW QUESTION # 72

Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

- A. Divisional Manager
- B. Store Manager
- C. Category Manager
- D. Sales Manager

Answer: D

Explanation:

A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified

Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

NEW QUESTION # 73

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