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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q91-Q96):

### NEW QUESTION # 91

With which object is the promotion object directly associated?

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

**Answer: D**

Explanation:

The Promotion object is directly associated with the Promotion Channel, which links promotional activities to specific channels and locations for execution.

### NEW QUESTION # 92

For what two reasons would the standard record pages for tasks of type "Other" be visible instead of the KPI component

- A. Salesforce Mobile App always displays the standard record pages
- B. The record page Custom Task KPI Component has not been assigned to the concerned user profile
- C. If related object is a custom object it will always display the standard record page
- D. The related object record page has not been configured to include Custom task KPI Component in Lightning And Builder

- E. Lightning App Builder does not support configuration of the standard record pages to include the KPI component

**Answer: B,D**

#### NEW QUESTION # 93

Sales Managers would like a map that shows which stores are running a promotion within their vicinity. Which solution meets their requirement and also involves the least amount of custom development?

- A. A visual mashup that displays the required map on the promotions page
- **B. The nearby map component on the promotion records page**
- C. An unmanaged package from the AppExchange modified to meet the requirements
- D. The map component added to the home page

**Answer: B**

Explanation:

The nearby map component on the promotion records page allows a user to see which stores are running a promotion within their vicinity. This solution meets the requirement and also involves the least amount of custom development, as it is a standard feature of Consumer Goods Cloud. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 32.

#### NEW QUESTION # 94

Where would a Consumer Goods Cloud Admin need to establish the expected value for the planogram metrics?

- A. Delivery Tasks
- **B. Assessment Indicator Definition**
- C. Assessment Task Definition
- D. Retail Store KPI

**Answer: B**

Explanation:

The object where a Consumer Goods Cloud Admin needs to establish the expected value for the planogram metrics is Assessment Indicator Definition. A planogram is a visual representation of how products should be arranged on a shelf. A planogram metric is a measure of how well the actual shelf image matches the expected planogram image. An Assessment Indicator Definition is an object that defines an indicator or metric that can be used to assess the performance or compliance of a retail store or an action plan task. By creating an Assessment Indicator Definition for the planogram metric, such as out of stock, share of shelf, or SKU facings, an admin can establish the expected value for that metric and use it to calculate the actual value based on the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

#### NEW QUESTION # 95

A consultant for Northern Trail Outfitters (NTO) retail stores would like to configure inventory checks related to product, that are stocked in the frozen food aisle. What should the consultant do first to ensure the field rep knows that the product is located in the frozen food aisle?

- A. Create a picklist field called location' to document the Frozen Food Aisle.
- B. Create a record type called 'Frozen Food Aisle on the task.
- C. Nothing as Product2 captures that the product is frozen.
- **D. Create an In-Store Location called Frozen Food Aisle'.**
- E. Create a record type called 'Frozen Food Aisle' on the retail store.

**Answer: D**

Explanation:

To ensure the field rep knows that the product is located in the frozen food aisle when performing an inventory check, the consultant should create an In-Store Location called Frozen Food Aisle'. An In-Store Location is an object that represents a specific area within a retail store, such as an aisle, a shelf, or a cooler. By creating an In-Store Location for the frozen food aisle, the consultant can associate it with the products that are stocked in that area and display it on the inventory check task. This way, the field rep can easily locate and verify the products in the frozen food aisle. Verified Reference: [Salesforce Consumer Goods Cloud

Implementation Guide], page 20.

## NEW QUESTION # 96

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