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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27

Which three setup steps should the Salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

- A. Define Assessment Indicator Definitions for Delivery task
- B. Assign the Action Plans permission set to the Sales Manager .
- C. Change the Action Plan Type Delivery
- D. Assign the Lightning Direct store Delivery permissions set to the user

- E. Create an action plan template with a Delivery Task and assign it to a Visit

Answer: B,D,E

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:
Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

NEW QUESTION # 28

At which three levels can Store Action Plan Templates for recommended tasks for a visit be defined?

- A. In-Store Location
- B. Location
- C. Retail Store
- D. Retail Store Group
- E. Account

Answer: A,C,D

Explanation:

Store Action Plan Templates for recommended tasks can be defined at various levels including Retail Store Group, Retail Store, and In-Store Location, allowing for granular and effective task management.

NEW QUESTION # 29

- A. Enterprise Sales Management
- B. Setup in store location and associate planogram
- C. Train Einstein Vision Models with marketing images of products to yield optimal results
- D. Multiplay Subscription Management
- E. Large Account Sales Management
- F. Define planogram check task
- G. Explanation:

For B2B telecom companies dealing with complex configurations exceeding 1000 line items, the only Salesforce Communications Cloud solution purpose-built for performance, scalability, and large enterprise quoting is Enterprise Sales Management (ESM).

ESM enhances the CPQ experience by supporting:

Extremely high cart volumes (hundreds to thousands of lines)

Multi-site, multi-location enterprise networks

Enterprise-grade discounting and contract structures

Scalable pricing, validation, and asset handlings

Better separation of commercial vs. technical configurations

Options A, C, and D do not address enterprise-scale CPQ needs with thousands of line items. Large Account Sales Management focuses on account planning, not CPQ performance. Multiplay Subscription Management and Multi-site CPQ do not solve the scalability challenge.

TION NO: 2

Northern Trail Outfitters (NTO) is expanding quickly and wants to improve their reps productivity. Business leadership has expressed their desire to leverage Salesforce Einstein Vision to accomplish this. What are the three recommended steps for setting up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf?

- H. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- I. Enable Einstein Object Detection
- J. Multi-site CPQ

Answer: A,B

Explanation:

These steps are essential in setting up Einstein Vision for automatic product detection on shelves, involving enabling the feature, defining relevant tasks, and training the models with appropriate product images.

NEW QUESTION # 30

Product managers requested to make a brand new product available for the initial sale by account executives in Industries CPQ and support order fulfillment.

What are the two scope items to be included in the following sprints to meet the requirements?

- **A. Decomposition Relationships**
- B. Orchestration Process for MACD
- **C. Product Model**
- D. OmniScript for Guided Selling Process

Answer: A,C

Explanation:

To make a brand-new product available for Industries CPQ initial sale and support order fulfillment, two major work items must be completed:

B . Decomposition Relationships

These define how the commercial product breaks into technical products required for fulfillment. Without decomposition, Order Management cannot generate Fulfillment Request Lines.

D . Product Model

The product must be fully modeled in the Enterprise Product Catalog (EPC):

Product Spec

Attributes

Prices

Cardinality

Bundles

Incorrect options:

A . OmniScript is optional; CPQ can still operate via the Cart without custom OmniScripts.

C . MACD Orchestration is not needed for initial sale; only fulfillment of new orders is required at launch

NEW QUESTION # 31

Universal Containers sells B2B products, including service plans (Basic, Standard, Premium), that customers can modify during a MACD order. The commercial product representing these service offerings is a single product with an attribute used to model the three service plans. There is a requirement to identify the existing plan during the orchestration plan.

What option should a Consultant recommend to identify the existing plan?

- A. Custom objects can be created to capture the specific use case requirements.
- **B. Order management can retrieve the value from the Inventory Items object.**
- C. Order Management can make a callout to retrieve the latest service plan from the downstream system.
- D. The commercial product should store both the existing and new values of the service plan in the Change order.

Answer: B

Explanation:

In Communications Cloud, during a MACD (Modify/Add/Change/Disconnect) order, Order Management must determine which service plan the customer currently has. For asset-based ordering, Salesforce stores the current state of a service in the Inventory Items object. This includes all attribute values associated with the existing commercial product instance.

Because the commercial product is modeled with a plan attribute (Basic, Standard, Premium), the active value is part of the customer's Inventory Item record.

During MACD decomposition, Order Management retrieves the current state of the service-including all attribute values-from the Inventory Item. This allows the orchestration plan to compare:

"Existing value" (from Inventory Items)

vs.

"New value" (from the Change Order)

This is core to Salesforce's "Inventory-Driven MACD" design.

Option A is incorrect because the Change Order only stores the new values-Order Management must pull the existing value from Inventory.

Option C (custom objects) is unnecessary and not recommended.

Option D (callout to downstream system) defeats the purpose of asset-based ordering and introduces latency.

NEW QUESTION # 32

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