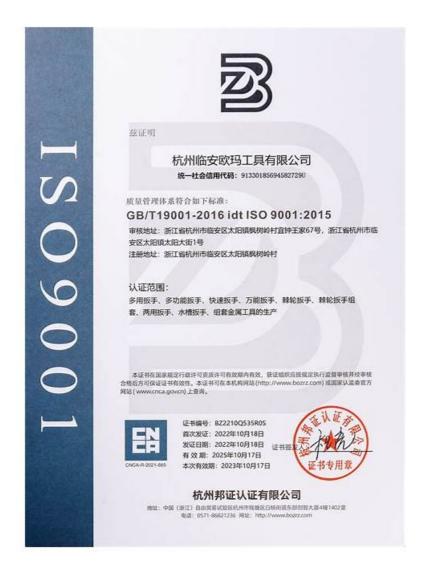
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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q103-Q108):

NEW QUESTION # 103

Which KPIs can be derived using Planogram detection?

- A. Out of Stock, Share of Shelf, Brand Facings
- B. Out of Stock, Share of Shelf, SKU Facings
- C. Out of Stock, Shelf Size, Brand Facings
- D. Out of Stock, Shelf Size, SKU Facings

Answer: B

NEW QUESTION # 104

For an Enterprise Sales Management quoting journey for fixed-line products for an enterprise customer, United Telecom needs to have a feasibility check for the requested product for desired locations.

Which of the following features can meet the requirement?

- A. Product Availability Rules
- B. Location Based Serviceability
- C. Product Eligibility Rules
- D. Location Based Feasibility

Answer: D

Explanation:

Enterprise Sales Management (ESM) for B2B telecom includes Location-Based Feasibility (LBF), which checks whether a product (e.g., fiber, Ethernet access, MPLS, DIA) is technically feasible at a given customer location or site. This is a standard requirement in enterprise fixed-line quoting.

LBF provides:

Real-time or batch feasibility lookup

Integration with GIS, network inventory, or legacy feasibility engines

Support for multi-site enterprise quoting

Feasibility responses (yes/no/conditional)

Auto-blocking non-feasible service requests

Location-Based Serviceability (A) is used in B2C broadband/mass-market sales, not complex enterprise quoting. Product Availability (C) and Eligibility Rules (D) control catalog eligibility, pricing, or contract conditions, not technical feasibility.

NEW QUESTION # 105

Which two standard capabilities are available when executing a promotion check in the field?

- A. Taking a photo of the promotion
- B. Changing the discounts on the products included in the promotion
- C. Changing the promotion planning dates
- D. Marking the promotion as complete
- E. Viewing which products are included in the protection

Answer: A,E

NEW QUESTION # 106

Which Lightning component can an admin add to a Consumer Goods assessment task record page?

- A. In-Store Products Check
- B. Promotion Check
- C. Planogram Check
- D. Inventory Check

Answer: D

Explanation:

https://help.salesforce.com/s/articleView?id=sf.retail_task_admin_create_assessment_task_record_page. htm&type=5

Inventory Check is a Lightning component that can be added to a Consumer Goods assessment task record page by an admin. An assessment task is a type of action plan task that allows users to collect data and perform actions related to a retail store. An inventory check is a type of assessment task that allows users to verify the availability and quantity of products in a store. The Inventory Check component displays the products that are associated with the store and allows users to search, scan, and update the product information. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 40.

NEW QUESTION # 107

A Consultant must migrate Communications Cloud Data from one customized Salesforce Org to another Salesforce Org. What are two key considerations before migration and preparing the target instance to receive or import Communications Cloud data?

- A. All required data points and fields from the source org are captured in the target org.
- B. Test migration data in a production environment.
- C. Run data validation in parallel to the ongoing migration.
- D. Requires matching metadata to be established in the new target org.

Answer: A,D

Explanation:

Before migrating Communications Cloud data to a new org, Salesforce documentation stresses two critical readiness steps: A . Ensuring all required fields and data points exist in the target org Communications Cloud relies on a complex data model (EPC, Order Mgmt, Pricing, Attributes, EPC Projects, Fulfillment records). The target org must have all necessary fields and object configurations before importing data.

 \boldsymbol{D} . Metadata must match before migration

Migration cannot succeed unless product specs, attributes, price lists, technical product models, decomposition mappings, and orchestration metadata exist in the target org.

Metadata alignment is the #1 prerequisite for moving Communications Cloud data.

Incorrect options:

B: Running validation during migration is risky and not recommended.

C: Testing in production is strictly prohibited.

NEW QUESTION # 108

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