

Practice Consumer-Goods-Cloud-Accredited-Professional Exams, New Consumer-Goods-Cloud-Accredited-Professional Exam Pattern



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Salesforce Consumer-Goods-Cloud-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	Platform: This topic tests familiarity with Salesforce platform features relevant to Consumer Goods Cloud, focusing on mobile capabilities that enhance field operations. The Salesforce Consumer Goods Cloud Consultant must understand platform functionalities that optimize user experience and support operational efficiency.
Topic 2	Visit Planning: This topic measures the Salesforce Consumer Goods Cloud Consultant's ability to utilize analytics for smart visit planning, ensuring effective scheduling and routing. Skills in leveraging tools like Einstein Vision for merchandising compliance checks are critical to demonstrate optimization of field operations.
Topic 3	Visit Execution: This topic evaluates the ability of the Salesforce Consumer Goods Cloud Consultant to manage field visit workflows, including creating and executing Custom Tasks, overseeing Direct Store Delivery, and performing checks for Inventory, Planograms, and Promotions. Consultants must also demonstrate skill in using Surveys to gather insights during visits, ensuring adherence to store objectives.
Topic 4	Analytics: In this topic, the Salesforce Consumer Goods Cloud Consultant must show proficiency in using analytics to extract actionable insights from sales data. Sub-topics include creating and interpreting dashboards to evaluate team performance, store performance, and product performance, driving informed decisions.

Topic 5	• Integrations: This topic examines the consultant's expertise in integrating Consumer Goods Cloud with other Salesforce products and external systems. The focus is on managing data flow between systems to support seamless sales processes, demonstrating operational efficiency.
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Salesforce Consumer Goods Cloud Accredited Professional Certification Exam is a multiple-choice exam that lasts for 90 minutes. Consumer-Goods-Cloud-Accredited-Professional exam consists of 60 questions, and to pass the exam, the candidate must score 65% or higher. Consumer-Goods-Cloud-Accredited-Professional Exam can be taken online, and the candidate must have a Salesforce account to register for the exam.

Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q37-Q42):

NEW QUESTION # 37

A Company by the name of Northern Trail Outfitters(NTO) leverages top industry professionals to manage direct store delivery. How should a consultant explain the power of Consumer Goods Cloud's Einstein for CG- Visit Recommendations feature to NTO?

- A. By adopting the Einstein for CG- Visit Recommendations with the consumer goods cloud, Professionals can focus on these work while having information served to them that will support them in being competitive
- B. By adopting the Einstein for CG - Visit Recommendations on the Consumer Goods Cloud the existing workforce can be terminated and replaced with more affordable lay workers to increase margins
- C. Einstein for Consumer Goods Cloud is a great tool, but like all software Consumer Goods Cloud is a work in progress. Updates to resolve the functionality gaps of professionals aren't likely to occur until one of the three yearly releases.
- D. Consumer Goods Cloud Einstein for CG - Visit Recommendations feature is natively powered by market research data enabling comprises to target customers by leveraging big data and competitors performance

Answer: A

Explanation:

Einstein for CG- Visit Recommendations is a feature that uses artificial intelligence to suggest optimal store visits for field reps based on predefined rules and criteria. By adopting this feature with the consumer goods cloud, professionals can focus on their work while having information served to them that will support them in being competitive. For example, they can prioritize the most profitable or strategic stores, avoid unnecessary or redundant visits, and optimize their routes and schedules. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 36.

NEW QUESTION # 38

Which field is required for setting up Retail Store KPIs?

- A. Retail Store Group
- B. Effective to
- C. KPI Type
- D. Promotions

Answer: C

Explanation:

KPI Type is a required field for setting up Retail Store KPIs. Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. The KPI Type defines the type of metric that is being measured, such as share of shelf, out of stock, or promotion compliance. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 30.

NEW QUESTION # 39

A Consumer Goods Cloud user wants to create a new custom Task Type to support the auditing of coolers installed at retail store locations. Which Assessment Task Definition Task Type should be used?

- A. Other
- B. Planogram Check
- C. Custom
- D. Inventory Check

Answer: C

Explanation:

For auditing coolers, a new custom Task Type would be most appropriate, as it allows the creation of a task specifically tailored to the unique requirements of cooler audits.

NEW QUESTION # 40

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

- A. Assign the Action Plans permission set to the Sales Manager .
- B. Change the Action Plan Type Delivery
- C. Assign the Lightning Direct store Delivery permissions set to the user
- D. Define Assessment Indicator Definitions for Delivery task
- E. Create an action plan template with a Delivery Task and assign it to a Visit

Answer: A,C,E

NEW QUESTION # 41

Which permission set allows end-users to leverage the Einstein Visit Recommendation feature in Consumer Goods Cloud?

- A. Action Plans
- B. Retail Execution Lightning Plus
- C. Tableau CRM Plus User
- D. Lightning Direct Store Delivery
- E. Tableau CRM Plus Admin

Answer: B

Explanation:

The Retail Execution Lightning Plus permission set enables end-users to access and leverage the Einstein Visit Recommendation feature in Consumer Goods Cloud, enhancing visit planning and optimization.

NEW QUESTION # 42

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