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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q70-Q75):

### NEW QUESTION # 70

Which three Survey invitations are displayed in the In-Store Survey task during a visit?

- A. Survey invitations associated with the Store Primary Contact
- B. All Survey invitations targeted to a contact or user
- C. All open Survey invitations
- D. Survey invitations associated with the Retail Store
- E. Survey invitations associated with the visit

**Answer: A,D,E**

Explanation:

Survey invitations associated with the visit, the Retail Store, and the Store Primary Contact are three survey invitations that are displayed in the In-Store Survey task during a visit. These survey invitations are relevant to the context of the visit and can help users to collect feedback from the store staff or customers. Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

### NEW QUESTION # 71

Which field is required for setting up Retail Store KPIs?

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

**Answer: D**

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 # 72

Which two standard fields on the Retail Store KPI object are required when doing an inventory check?

- A. Retail Store Group
- B. KPI Type
- C. Assessment Indicator Definition
- D. Custom Context
- E. Inventory Count

**Answer: A,C**

Explanation:

In Retail Store KPIs, you can define the assessment indicator definition that must be captured for a store group. Because the assessment indicator definition is associated with assessment task definition and store groups to stores, Retail Store KPIs are the link between a store and the tasks to be performed at a store. You can also define the expected values of an assessment indicator definition in Retail Store KPIs

### NEW QUESTION # 73

How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

- A. The photo is linked to the visit record
- B. The photo is sent directly to the manager's email
- C. The photos linked to the asset record
- D. The photo is linked to the asset check task

**Answer: C**

Explanation:

Field Sales Managers can access photos taken by Field Reps of defective in-store assets through the asset record to which the photos are linked. This provides a direct association between the asset and its condition.

**NEW QUESTION # 74**

Which of the following represent the three ways of performing a promotion check during an in-store visit?

- A. Unit Promotion, Product Category, and Product Coupons
- B. General Promotion, Individual Product, and Product Category
- C. Clearance Promotion, Volume Promotion, and Product Coupons
- D. Individual product, Product Coupons, and Volume Promotion

**Answer: B**

Explanation:

A promotion check is a type of action plan task that allows a field rep to verify if a promotion is running correctly at a retail store. There are three ways of performing a promotion check during an in-store visit:

- \* General Promotion, which checks if any promotion is running at the store, regardless of the product or category involved.
- \* Individual Product, which checks if a specific product is part of a promotion at the store.
- \* Product Category, which checks if a group of products that belong to the same category are part of a promotion at the store.

Verified References: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

**NEW QUESTION # 75**

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