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Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q55-Q60):

NEW QUESTION # 55

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

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

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 References: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

NEW QUESTION # 56

How can admins review the performance of the Object Detection Model?

- A. By enabling Custom Object Detection
- B. Through Einstein Bots
- C. By creating a Custom Object
- **D. Through Detected Objects**

Answer: D

Explanation:

https://help.salesforce.com/s/articleView?id=sf.industries_einstein_object_detection_review_detected_objects.htm&type=5 Admins can review the performance of the Object Detection Model through Detected Objects, which are records that store the results of the object detection process. Detected Objects contain information such as the confidence score, the number of detections, and the bounding box coordinates for each object in an image. Admins can use reports and dashboards to analyze the Detected Objects data and evaluate the accuracy and performance of the Object Detection Model. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 24.

NEW QUESTION # 57

Northern Trail Outfitters (NTO) has their Field Reps perform regular activities, including promotion and inventory activities, as well as check the function of their computer display units that are placed in stores, to help customers ensure the backpacks fit properly. What should be done to support NTO Field Reps to ensure they are able to capture these KPIs?

- A. Create an Asset record named 'Backpack Fit' for the Computer Display Units and link it to the Assessment Task via a

lookup field.

- B. Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.
- C. Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.
- D. Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.

Answer: B

Explanation:

This approach allows Field Reps to specifically assess and record the KPI related to the functionality of the Computer Display Unit and its effectiveness in assisting customers with backpack fitting.

NEW QUESTION # 58

How is a promotion linked to a Retail Store?

- A. Through a related list on the Retail Store Group object
- B. Through a Promotion Channel record
- C. Through a Promotion Delivery Method
- D. Through an account associated with the Retail Store

Answer: A

NEW QUESTION # 59

Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

- A. Visit Windows
- B. Gantt-chart Routing
- C. Real-time Traffic-based Routing
- D. Constraint based Routing
- E. Visit Prioritization

Answer: A,C,D

Explanation:

Salesforce Maps Advanced includes features like real-time traffic-based routing, constraint-based routing, and visit windows to optimize field service operations and improve efficiency in planning store visits.

NEW QUESTION # 60

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