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## Salesforce Consumer Goods Cloud Accredited Professional Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Field Reps would like to monitor the team messages throughout the day while completing tasks. Which solution provides the optimal user experience while using a tablet?

- A. Display a notification for every message that a team member sends while the Field Rep is on the app
- B. Extend every Consumer Goods Cloud mobile page to add a link to navigate to Chatter
- C. Create a quick action to create a note addressed to a team member
- D. Extend the visit List by leveraging the two column layout where one column is the visit list and the second is a messages

**Answer: A**

Explanation:

[https://help.salesforce.com/s/articleView?id=sf.cg\\_concept\\_admin\\_notification\\_tasks.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.cg_concept_admin_notification_tasks.htm&type=5)

#### NEW QUESTION # 68

When creating a new page for the Consumer Goods Cloud mobile application, what components are available to be added?

- A. Quip Documents, Einstein Predictions, and Custom Object Task List
- B. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding
- C. DEX Electronic Data Interchange(EDI), Custom Object Task List, and Customer Onboarding
- D. Quip Documents, Einstein Predictions, and Price Optimization

**Answer: A**

#### NEW QUESTION # 69

Universal Containers (UC) is a Communications Service Provider using Communications Cloud. A member of UC's legacy system IT team has provided a Consultant with an extract of all of the existing products from the legacy system and asked the Consultant to migrate the data to Communications Cloud.

Which two questions should the Consultant ask in this scenario to clarify the data migration strategy?

- A. Which of the provided products are inactive?
- B. Can we rationalize products to a smaller number?
- C. Which of the provided products are still actively sold?
- D. Are there customer specific offerings?

**Answer: B,C**

Explanation:

When migrating product data into the Enterprise Product Catalog (EPC), Salesforce recommends product rationalization as a mandatory first step. Legacy systems often contain hundreds or thousands of products accumulated over years. Not all of them should be migrated into EPC.

Two critical questions a consultant must ask are:

A . "Can we rationalize products to a smaller number?"

EPC is designed for modular, reusable, and hierarchical product specifications. Many legacy products can be consolidated into a smaller, more efficient set using attributes, rules, and cardinality instead of copying fixed bundles. This drastically improves CPQ speed, product maintenance, and time-to-market.

B . "Which of the provided products are still actively sold?"

Salesforce advises migrating only active commercial offers, prerequisites, and required technical products. Inactive, obsolete, or sunset products add noise and complexity and should typically be excluded.

#### NEW QUESTION # 70

A Field Sales Manager to trying to determine which stores have a decline in Retail Execution KPIs and therefore need attention. Which Tableau CRM for Consumer Goods Cloud dashboard can provide the required data?

- A. Store Performance Dashboard
- B. Lost Visit Store Performance Dashboard
- C. Product Performance Dashboard
- D. Team Performance Dashboard

**Answer: A**

Explanation:

The Tableau CRM for Consumer Goods Cloud dashboard that can provide the required data for a Field Sales Manager to determine which stores have a decline in Retail Execution KPIs and therefore need attention is the Store Performance Dashboard. The Store Performance Dashboard shows the performance and compliance of the retail stores in relation to their KPIs and promotions. The dashboard allows users to filter and analyze the data by various dimensions, such as store group, store location, product category, or visit date. The dashboard also displays metrics such as store compliance score, store revenue, store visits, and promotion compliance score. By using this dashboard, a Field Sales Manager can identify which stores are underperforming or non-compliant and take appropriate actions to improve their performance. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

#### NEW QUESTION # 71

Northern Trail Outfitters(NTO) places a high value on understanding how their end capes are performing. What should be recommended to NTO to ensure they can capture this data?

- A. Make In-Store Locations as a record page on the In-Store Location Object to capture the KPIs
- **B. Make In-Store locations as a record type on the Retail Store Object to capture the KPIs**
- C. Make a Custom object for In-Store location on the Retail Store Object to capture KPIs
- D. Make a separate set of KPIs specifically for capturing the endcap In-Store Location

**Answer: B**

#### NEW QUESTION # 72

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