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Salesforce
Consumer Goods Cloud
Accredited Professional
Certification Exam

QUESTION: 1

Which two of the following allows a Consumer Goods Cloud user to review the vision detection accuracy?

- A. Goods Metrics
- B. Shelf Metrics
- C. Planogram Metrics
- D. Object Metrics
- E. Model Metrics

Answer(s): C

QUESTION: 2

Sales Managers would like a map that shows which stores are running a promotion within their vicinity.

Which solution meets their requirement and also involves the least amount of custom development?

- A. A visual mashup that displays the required map on the promotions page
- B. An unmanaged package from the AppExchange modified to meet the requirements
- C. The nearby map component on the promotion records page
- D. The map component added to the home page

Answer(s): C

QUESTION: 3

Which statement is true about action plan templates?

- A. Action plan templates can have multiple orders and delivery tasks
- B. Action plan templates can have multiple planogram, inventory and promotion checks
- C. Action plan templates are ready to use after saving
- D. Action plan templates are not extensible through Apex

Answer(s): D

QUESTION: 4

Which object is connected to Action Plan?

- A. Assessment Task
- B. Visit
- C. Action Plan Template em
- D. Retail Store

Answer(s): B

QUESTION: 5

Items are not appearing in the delivery task.

What object needs to be assigned to the user for the items to be listed

- A. Product
- B. Retail Store KPI

- C. Shipment
- D. Product Transfer

Answer(s): C

QUESTION: 6

A company called Alpine is running a 'buy one get one free' (BOGO) promotion for all energy bars and sending out merchandisers to ensure that their retail customers are running it correctly. At what level should Retail Store KPIs be defined for a promotional end cap audit and also to minimize records created?

- A. At the energy bar product SKU level
- B. At the Alpine brand catalog level
- C. At the custom context field level
- D. At the energy bar product category level.

Answer(s): A

QUESTION: 7

Alpine, a Consumer Goods company, is launching a new division dedicated to fresh baked breads delivered to restaurants and groceries. In an effort to move product rapidly and pick up new clients they need to extend their current customer onboarding process to allow field reps to onboard new customers while on their daily route.

Which option is a best practice to complete this requirement ?

- A. Create a retail store record from the mobile app and use a workflow to send an email to the customer affair department
- B. Create an opportunity and use CPQ to send the restaurant manager an enticing quote
- C. Use the Click2Create function to pull the Point of interest data from maps directly to the address fields and attached follow up case or lead to onboard the outlet on an onboarding journey
- D. Ask the potential customer to navigate to the Alpine website built on Commerce Cloud to place their first order. Use the Commerce Cloud to Consumer Goods Cloud connector to complete the order

Answer(s): C

QUESTION: 8

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

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

Answer(s): A, C

QUESTION: 9

When performing a search in an inventory check task which products are considered for the search?