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Question 1

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?

Options:

A- Create an asset called 'Computer Display Unit' and capture KPI called 'Backpack fit properly' using an assessment task.

B- Create an Assessment Task Record type called 'Backpack Fit' for the Computer Display Units to capture the KPIs.

C- Add 'Backpack Fit' for the Computer Display Units checkbox to the In-Store Survey Assessment Task.

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

Answer:

C

Explanation:

https://help.salesforce.com/s/articleView?id=sf.retail_concept_user_survey.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.retail_task_admin_create_ataskd.htm&type=5

Question 2

Question Type: MultipleChoice

Which are the two primary use cases for performing an in-store survey?

Options:

A- Gathering data on inventory reconciliation

B- Gathering feedback from customers, consumers shoppers, and staff

C- Gathering point of sale data

D- Gathering data on promotions, inventory requirements and product quality

E- Saving time for the Field Rep

https://help.salesforce.com/s/articleView?id=sf.retail_concept_user_survey.htm&type=5

Answer:

B, D

Question 3

Question Type: MultipleChoice

Which two permissions should be enabled for users to view the Tableau CRM for Consumer Goods Cloud app?

Options:

A- Tableau CRM Modify All

B- Tableau CRM View

C- Tableau CRM Plus User

D- CG Analytics User

E- Tableau CRM Growth

Answer:

C, D

Question 4

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

Options:

A- Tableau CRM Plus User

B- Retail Execution Lightning Plus

C- Tableau CRM Plus Admin

D- Lightning Direct Store Delivery

E- Action Plans

Answer:

A

Question 5

Where are the results (actual values) of Custom Task KPIs stored?

A- In the custom object.

B- In the Retail Visit KPI record

C- In the Retail Store KPI record

D- In the Visit Record

Answer:

B

Question 6

Question Type: **MultipleChoice**

How can a merchandiser perform a check-in to log the arrival time and geo coordinates for an inventory-check appointment?

Options:

A- Check-in through Einstein Vision

B- Check-in through standard location picker Lightning Web Component in Salesforce Mobile App

C- Check-in through Salesforce Mobile App

D- Check-in through Salesforce Maps on mobile

Answer:

C

Question 7

Question Type: **MultipleChoice**

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

Options:

A- Retail Store Group

B- Custom Context

C- Inventory Count

D- Assessment Indicator Definition

E- KPI Type

Answer:

A, D

Question 8

Question Type: MultipleChoice

Which Action Plan Type should be selected when creating an Action Plan for Consumer Goods Cloud?

Options:

A- Assessment Task Plan

B- Industries

C- Visit Execution

D- Visit Planning

Question 9

Which Statement is accurate regarding Action Plan Templates?

Options:

A- They can be associated with Assessment Task Definitions and Component Tasks

B- They can be Cloned

C- They can be deleted

D- They cannot be setup in the mobile application

Answer:

B

Question 10

Which three dashboards are natively available with Tableau CRM for Consumer Goods Cloud?

Options:

A- Category Insights

B- Inventory Performance

C- Sales Rep Performance

D- Store Insights

E- Product Performance

Answer:

C, D, E

Question 11

Which option can be performed by using salesforce Maps with Consumer Goods Cloud?

Options:

A- Update with Google Maps Static API on a single address

B- Create layers of Retail Stores

C- Optimize visit sequence in real time automatically during a Field Rep's Day

D- View map images on mobile devices even when GPS is not enabled

Answer:

C

Explanation:

https://trailhead.salesforce.com/content/learn/modules/retail-execution-in-consumer-goods-cloud/extend-consumer-goods-cloud-with-more-features#:~:text=Consumer%20Goods%20Cloud%20uses%20Salesforce,Salesforce%20Maps%20for%20Alpine%20Group.

Question 12

How is a promotion linked to a Retail Store?

Options:

A- Through a related list on the Retail Store Group object

B- Through a Promotion Delivery Method

C- Through a Promotion Channel record

D- Through an account associated with the Retail Store

Answer:

A