



**Free Questions for Consumer-Goods-Cloud-Accredited-  
Professional by dumpsheet**

**Shared by Gilbert on 15-04-2024**

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## Question 1

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**Question Type:** MultipleChoice

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What actions should a consultant take during setup to ensure Einstein Vision works when deployed to field users?

### Options:

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- A-** Build the model to be used and review its quality prior to deployment to support a positive first experience
- B-** Populate the custom object for Einstein optical character recognition so that the system can have a baseline to perform its AI
- C-** Assign a permission set for users who need to use Einstein to provide access to functionality
- D-** Upload a suppression data set for known competitor products so Einstein can avoid the detection
- E-** Upload a data set for Einstein to leverage for object detection so the system can have a baseline to perform its AI

### Answer:

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A, B, E

## Question 2

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**Question Type:** MultipleChoice

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Northern Trail Outfitters (NTO) would like to know if the high value assets placed in stores are compliant. If not compliant, NTO would like a boolean value generated to trigger an action plan for correction. What is the recommended approach to meet the customer's requirement and limit the amount of custom code?

### Options:

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- A- Use an inventory check task with flow
- B- Use a custom task with flow
- C- Use a promotion check task with apex
- D- Use a custom task with apex

### Answer:

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A

### Explanation:

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This approach allows for an efficient and code-minimal way to check compliance of high-value assets in stores and trigger correction action plans based on Boolean values.

## Question 3

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**Question Type:** MultipleChoice

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Which User persona manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives?

### Options:

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- A- Category Manager
- B- Divisional Manager
- C- Sales Manager
- D- Store Manager

### Answer:

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C

### Explanation:

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A Sales Manager is the user persona that manages day-to-day Retail Execution processes such as creating visits, creating tasks, and assigning visits to Field Representatives. A Sales Manager is responsible for planning and overseeing the retail activities of a team of

field reps, as well as analyzing and reporting on the performance and compliance of the retail stores in their territory. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 18.

## Question 4

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**Question Type:** MultipleChoice

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Alpine, a Consumer Goods company, is sending new product introduction samples to outlets via their distributors who are using Alpine's field execution app. How can Alpine keep track of the inventory of the samples in the field?

### Options:

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- A-** By creating delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU).
- B-** By creating a report for store locations to monitor the on hand inventory
- C-** By assigning the asset to a custom task type and make the distributors enter the delivered quality
- D-** By creating delivery tasks for the distributors and track the shipping document status

### Answer:

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A

### **Explanation:**

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To keep track of the inventory of the samples in the field, Alpine can create delivery tasks for the distributors and monitor their on hand inventory for the sample Product's Stock Keeping Unit (SKU). A delivery task is a type of action plan task that allows a field rep to deliver products to a retail store. A product SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. By creating delivery tasks and monitoring product SKUs, Alpine can ensure that the distributors have enough samples to distribute and also track how many samples have been delivered to each store. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

## **Question 5**

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**Question Type:** MultipleChoice

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Which KPIs can be derived using Planogram detection?

### **Options:**

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**A-** Out of Stock, Share of Shelf, SKU Facings

**B-** Out of Stock, Share of Shelf, Brand Facings

**C-** Out of Stock, Shelf Size, SKU Facings

**D-** Out of Stock, Shelf Size, Brand Facings

**Answer:**

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A

**Explanation:**

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Out of Stock, Share of Shelf, and SKU Facings are three KPIs that can be derived using Planogram detection. A Planogram is a visual representation of how products should be arranged on a shelf. Planogram detection is a feature that uses Einstein Vision to compare the actual shelf image with the expected planogram image and calculate metrics such as:

Out of Stock, which measures the percentage of products that are missing from the shelf.

Share of Shelf, which measures the percentage of space occupied by a product or brand on a shelf.

SKU Facings, which measures the number of times a product SKU is visible on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

## Question 6

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**Question Type: MultipleChoice**

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How can an Account Manager visualize store visits in their territory for the day by their current status?

**Options:**

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- A-** By creating a Map Layer using retail store search filters by status and color code the markers by status
- B-** By creating a map layer using accounts as a base object and color code the markers by status
- C-** By creating a map layer using retail store as the base object and represent the markers by shape
- D-** By creating a map layer using visits as the base object and color code the markers by status

**Answer:**

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D

**Explanation:**

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To visualize store visits in their territory for the day by their current status, an Account Manager can create a map layer using visits as the base object and color code the markers by status. A map layer is a visual representation of data on a map that can be filtered and customized. A visit is an object that represents a scheduled or unscheduled interaction between a field rep and a retail store. The status of a visit indicates whether it is planned, in progress, completed, or canceled. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34.



## Question 7

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**Question Type:** MultipleChoice

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Which Three actions should a System Admin perform to set up a survey assessment task in the Consumer Goods Cloud?

### Options:

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- A- Define Assessment Indicator Definition to capture within survey
- B- Create a Retail Store KPI record of 'Survey Type'
- C- Create a Survey record using Salesforce survey application
- D- Generate survey invitations for the retail store 'Primary Contact'.
- E- Define an Assessment Task Definition of type 'In-Store Survey'

### Answer:

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A, C, E

### Explanation:

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These steps enable the setup of survey assessment tasks in Consumer Goods Cloud, ensuring the surveys are well-defined and integrated with retail store activities.

## Question 8

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**Question Type:** MultipleChoice

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

### Options:

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- A- Survey invitations associated with the visit
- 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 Store Primary Contact

### Answer:

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A, D, E

**Explanation:**

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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 Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27.

## Question 9

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**Question Type: MultipleChoice**

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Which three standard components are available for Assessment Task record pages when configuring Consumer Goods Cloud app screens?

**Options:**

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**A-** In Store Products

**B-** Promotion List

**C-** Promotion Details

**D-** Cart Review

**E-** Inventory Check

**Answer:**

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B, C, E

**Explanation:**

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These components provide comprehensive information about promotions and inventory, vital for effective retail execution.

## Question 10

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**Question Type:** MultipleChoice

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

### Options:

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

### Answer:

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D

### Explanation:

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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

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

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