Question 1

Which three setup steps should the salesforce Admin configure to allow Sales Managers to create and assign delivery tasks to deliver?

Options:

A- Create an action plan template with a Delivery Task and assign it to a Visit

B- Assign the Lightning Direct store Delivery permissions set to the user

C- Define Assessment Indicator Definitions for Delivery task

D- Change the Action Plan Type Delivery

E- Assign the Action Plans permission set to the Sales Manager .

Answer:

A, B, E

Explanation:

To allow Sales Managers to create and assign delivery tasks to deliver, the following setup steps should be configured:

Create an action plan template with a Delivery Task and assign it to a Visit. A Delivery Task is a type of action plan task that allows a field rep to deliver products to a retail store. A Visit is a scheduled or unscheduled interaction between a field rep and a retail store.

Assign the Lightning Direct store Delivery permissions set to the user. This permissions set grants access to the delivery task functionality and related objects, such as product transfers and shipments.

Assign the Action Plans permission set to the Sales Manager. This permissions set grants access to the action plan functionality and related objects, such as action plan templates, action plan tasks, and assessments. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28-29.

Question 2

Question Type: **MultipleChoice**

Which three statements are Correct about Store Products?

Options:

A- Store Products are automatically When shipment related tasks are completed

B- Store Products are required for Inventory Check Task to work

C- Store products are required for Promotion check task to work

D- Store Products are required to search and scan functionality in the Inventory Check Task

E- Store Products drive the order capture functionality.

Answer:

B, C, D

Explanation:

Store Products are integral to various tasks in Consumer Goods Cloud, including inventory and promotion checks, as well as search and scan functionalities.

Question 3

Question Type: MultipleChoice

Which statement is correct about Consumer Goods- Einstein Visit Recommendations?

Options:

A- Visit Recommendations are automatically generated by recent case activities

B- Visit Recommendations automatically take into consideration already created visits for the store

C- Visit Recommendations rules consider the store operating hours

D- Visit Recommendations can be created using the Next Best Action Strategy

Answer:

C

Explanation:

Einstein Visit Recommendations take into account factors like store operating hours to ensure that suggested visits are feasible and practical.

Question 4

Question Type: **MultipleChoice**

GreenTech, a Consumer Goods company wants to sell new products in a particular retail store Which Tableau CRM dashboard should they use to find opportunities to sell new products in a retail store location

Options:

A- White Space Analysis

B- Sales Rep Performance

C- Sales Manager- Territory Performance

D- Account Insight

Answer:

A

Explanation:

White Space Analysis is a Tableau CRM dashboard that shows opportunities to sell new products in a retail store location. It analyzes the sales performance and product distribution across different stores and segments, and identifies gaps or white spaces where new products can be introduced or existing products can be expanded. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 37.

Question 5

Northern Trail Outfitters (NTO) has a 7-tier product hierarchy that they use to track products in their Enterprise Resource Planning (ERP) platform. Assuming this functionality is available in the Consumer Goods Cloud, what should a consultant at NTO determine which tier of data contains the information required to set up products in Consumer Goods Cloud INTO wishes to measure share-of-shelf ?

Options:

A- What tier has data describing the product with?

B- Which tier has the data you trust most?

C- Which tier describes stock keeping units (SKL)?

D- There is no need to ask a question choose level 7

Answer:

C

Explanation:

A consultant at NTO should determine which tier of data contains the information required to set up products in Consumer Goods Cloud by asking which tier describes stock keeping units (SKU). A SKU is a unique identifier for a product that can be scanned and tracked in inventory systems. SKU is the level of data that is needed to measure share of shelf, which is the percentage of space occupied by a product or brand on a shelf. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 19.

Question 6

Which field is required for setting up Retail Store KPIs?

Options:

A- Effective to

B- Retail Store Group

C- KPI Type

D- Promotions

Answer:

C

Explanation:

KPI Type is a required field for setting up Retail Store KPIs. Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. The KPI Type defines the type of metric that is being measured, such as share of shelf, out of stock, or promotion compliance. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30.

Question 7

Question Type: **MultipleChoice**

Northern Trail Outfitters (NTO) is expanding quickly and wants to improve their reps productivity. Business leadership has expressed their desire to leverage Salesforce Einstein Vision to accomplish this. What are the three recommended steps for setting up Einstein Vision with Consumer Goods Cloud for automatic detection of products on the shelf?

Options:

A- Setup in store location and associate planogram

B- Enable Einstein Object Detection

C- Upload the training pictures as attachments to the planogram for Einstein Object Detection to work

D- Define planogram check task

E- Train Einstein Vision Models with marketing images of products to yield optimal results

Answer:

B, D, E

Explanation:

These steps are essential in setting up Einstein Vision for automatic product detection on shelves, involving enabling the feature, defining relevant tasks, and training the models with appropriate product images.

Question 8

Question Type: MultipleChoice

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

Options:

A- All products created by the user

B- All products associated with the retail store

C- All products owned by the user

D- All products in the organization

Answer:

B

Explanation:

When performing a search in an inventory check task, only the products that are associated with the retail store are considered for the search. This is because the inventory check task is designed to verify the availability and quantity of products in a specific store location. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 28.