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Question 1

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

Options:

A- Goods Metrics

B- Shelf Metrics

C- Planogram Metrics

D- Object Metrics

E- Model Metrics

Answer:

B, E

Explanation:

Shelf Metrics allow a user to review the vision detection accuracy by comparing the actual shelf image with the expected planogram image. Model Metrics allow a user to review the vision detection accuracy by showing the confidence score and the number of

detections for each object in the shelf image. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 23-24.

Question 2

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?

Options:

A- Store Performance Dashboard

B- Team Performance Dashboard

C- Lost Visit Store Performance Dashboard

D- Product Performance Dashboard

Answer:

A

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.

Question 3

Question Type: **MultipleChoice**

Which statement is true about action plan templates?

Options:

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:

B

Explanation:

Action plan templates can have multiple planogram, inventory and promotion checks, which are predefined tasks that can be assigned to field reps to perform during their store visits. These tasks help to ensure compliance and optimize product placement and availability.
Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 26-27.

Question 4

Question Type: MultipleChoice

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

Options:

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:

D

Explanation:

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 5

Question Type: **MultipleChoice**

With which object is the promotion object directly associated?

Options:

A- Retail Store Group

B- Promotion Channel

C- Retail Store

D- Products

Answer:

B

Explanation:

The Promotion object is directly associated with the Promotion Channel, which links promotional activities to specific channels and locations for execution.

Question 6

Which of the following three capabilities are available with Salesforce Maps Advanced to support Store Visit planning?

Options:

A- Real-time Traffic-based Routing

B- Constraint based Routing

C- Visit Windows

D- Visit Prioritization

E- Gantt-chart Routing

Answer:

A, B, C

Explanation:

Salesforce Maps Advanced includes features like real-time traffic-based routing, constraint-based routing, and visit windows to optimize field service operations and improve efficiency in planning store visits.

Question 7

A Company by the name of Northern Trail Outfitters(NTO) leverages top industry professionals to manage direct store delivery. How should a consultant explain the power of Consumer Goods Cloud's Einstein for CG- Visit Recommendations feature to NTO?

Options:

A- By adopting the Einstein for CG- Visit Recommendations with the consumer goods cloud, Professionals can focus on these work while having information served to them that will support them in being competitive

B- Einstein for Consumer Goods Cloud is a great tool,but like all software Consumer Goods Cloud is a work in progress. Updates to resolve the functionality gaps of professionals aren't likely to occur until one of the three yearly releases.

C- Consumer Goods Cloud Einstein for CG - Visit Recommendations feature is natively powered by market research data enabling comprises to target customers by leveraging big data and competitors performance

D- By adopting the Einstein for CG - Visit Recommendations on the Consumer Goods Cloud the existing workforce can be terminated and replaced with more affordable lay workers to increase margins

Answer:

A

Explanation:

Einstein for CG- Visit Recommendations is a feature that uses artificial intelligence to suggest optimal store visits for field reps based on predefined rules and criteria. By adopting this feature with the consumer goods cloud, professionals can focus on their work while having information served to them that will support them in being competitive. For example, they can prioritize the most profitable or strategic stores, avoid unnecessary or redundant visits, and optimize their routes and schedules. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 36.

Question 8

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 9

Question Type: MultipleChoice

Which three Consumer Goods Cloud(CGC) objects are linked to the product2 object in the CGC data model?

Options:

A- Assortment Product

B- Delivery Product

C- Assessment Task Product

D- Promotion Product

E- Store Product

Answer:

A, C, D

Explanation:

In the Consumer Goods Cloud data model, several objects are linked to the Product2 object. These include Assortment Product, Assessment Task Product, and Promotion Product. This linkage is essential for comprehensive product management within the Consumer Goods Cloud.

Question 10

Question Type: **MultipleChoice**

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?

Options:

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:

C

Explanation:

The nearby map component on the promotion records page allows a user to see which stores are running a promotion within their vicinity. This solution meets the requirement and also involves the least amount of custom development, as it is a standard feature of Consumer Goods Cloud. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 32.

Question 11

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

Options:

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:

A, C, E

Explanation:

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.