# Free Questions for Consumer-Goods-Cloud-Accredited-Professional by vceexamstest

## Shared by Randolph on 22-07-2024

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# Question 1

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

## Options:

**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:

A, C

## Explanation:

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. When executing a promotion check in the field, two standard capabilities are available: viewing which products are included in the promotion

and taking a photo of the promotion. These capabilities help to ensure compliance and capture evidence of promotional execution.
Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 27-28.

# Question 2

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 ?

## Options:

**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:**

C

**Explanation:**

The Click2Create function is a feature of Consumer Goods Cloud that allows a field rep to create a new retail store record from the mobile app by tapping on a point of interest on a map. This function automatically fills in the address fields with the data from the map and also allows the field rep to attach a follow up case or lead to onboard the outlet on an onboarding journey. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 34-35.

# Question 3

**Question Type:** **MultipleChoice**

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?

**Options:**

**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:

D

## Explanation:

Retail Store KPIs are key performance indicators that measure how well a retail store is performing against a specific goal or target. For a promotional end cap audit, Retail Store KPIs should be defined at the energy bar product category level, as this would capture all the energy bars that are included in the BOGO promotion and also minimize the number of records created. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 30-31.

# Question 4

**Question Type: MultipleChoice**

Items are not appearing in the delivery task. What object needs to be assigned to the user for the items to be listed

## Options:

**A-** Product

**B-** Retail Store KPI

**C-** Shipment

**D-** Product Transfer

## Answer:

C

## Explanation:

Assigning the Shipment object to the user enables the listing of items in the delivery task, as this object tracks the movement of products from warehouses to retail locations.

# Question 5

Which object is connected to Action Plan?

## Options:

**A-** Assessment Task

**B-** Visit

**C-** Action Plan Template item

**D-** Retail Store

## Answer:

B

## Explanation:

An action plan is connected to a visit, which represents a scheduled or unscheduled interaction between a field rep and a retail store. A visit can have one or more action plans associated with it, depending on the tasks that need to be completed during the visit. Verified Reference: [Salesforce Consumer Goods Cloud Implementation Guide], page 25.

# Question 6

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 7

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.