

Salesforce.Consumer-Goods-Cloud-Accredited-Professional.v2023-10-25.q26

Exam Code:	Consumer-Goods-Cloud-Accredited-Professional
Exam Name:	Salesforce Consumer Goods Cloud Accredited Professional
Certification Provider:	Salesforce
Free Question Number:	26
Version:	v2023-10-25
# of views:	534
# of Questions views:	260
https://www.freepdfdumps.com/Salesforce.Consumer-Goods-Cloud-Accredited-Professional.v2023-10-25.q26.html	

NEW QUESTION: 1

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

- 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

Answer: ([SHOW ANSWER](#))

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

NEW QUESTION: 2

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

- A. Cart Review
- B. Promotion Details
- C. Inventory Check
- D. In Store Products
- E. Promotion List

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

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

- A. White Space Analysis

- B. Account Insight
- C. Sales Manager- Territory Performance
- D. Sales Rep Performance

Answer: (SHOW ANSWER)

NEW QUESTION: 4

Which field is required for setting up Retail Store KPIs?

- A. Effective to
- B. Promotions
- C. Retail Store Group
- D. KPI Type

Answer: C (LEAVE A REPLY)

NEW QUESTION: 5

Which KPIs can be derived using Planogram detection?

- A. Out of Stock, Share of Shelf, Brand Facings
- B. Out of Stock, Shelf Size, Brand Facings
- C. Out of Stock, Share of Shelf, SKU Facings
- D. Out of Stock, Shelf Size, SKU Facings

Answer: C (LEAVE A REPLY)

NEW QUESTION: 6

Which Statement is accurate regarding Action Plan Templates?

- A. They can be associated with Assessment Task Definitions and Component Tasks
- B. They cannot be setup in the mobile application
- C. They can be deleted
- D. They can be Cloned

Answer: D (LEAVE A REPLY)

NEW QUESTION: 7

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?

- A. At the energy bar product SKU level
- B. At the energy bar product category level.
- C. At the custom context field level
- D. At the Alpine brand catalog level

Answer: A (LEAVE A REPLY)

NEW QUESTION: 8

Which of the following is accurate regarding the Einstein Vision model?

- A. The model needs to be created as part of the development process using a base set of images
- B. The model is created automatically by Einstein based on uploading the perfect image
- C. The model is created via crowdsourcing of images available via public copyright licenses
- D. The model is created in store as reps perform their daily tasks during phase 1 rollout

Answer: A (LEAVE A REPLY)

NEW QUESTION: 9

Prior to rollout testing users find themselves failing all the test cases related to delivery tasks What is a potential reason for this?

- A. The tester did not have the lightning direct store delivery Permission Set added
- B. The tester is outside the geofence for the store
- C. The KPIs are too extreme and causing the system to fail
- D. The tester did not have the Lightning Retail Execution Plus Permission Set added

Answer: A (LEAVE A REPLY)

NEW QUESTION: 10

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?

- A. Train Einstein Vision Models with marketing images of products to yield optimal results
- B. Setup in store location and associate planogram
- C. Enable Einstein Object Detection
- D. Upload the training pictures as attachments to the planogram for Einstein Object Detection to work
- E. Define planogram check task

Answer: C,D,E (LEAVE A REPLY)

NEW QUESTION: 11

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

- A. Visit Planning
- B. Assessment Task Plan
- C. Industries
- D. Visit Execution

Answer: D (LEAVE A REPLY)

NEW QUESTION: 12

Northern Trail Outfitters(NTO) places a high value on understanding how their end capes are performing. What should be recommended to NTO to ensure they can capture this data?

- A. Make In-Store Locations as a record page on the In-Store Location Object to capture the KPIs
- B. Make a Custom object for In-Store location on the Retail Store Object to capture KPIs
- C. Make a separate set of KPIs specifically for capturing the endcap In-Store Location
- D. Make In-Store locations as a record type on the Retail Store Object to capture the KPIs

Answer: D (LEAVE A REPLY)

NEW QUESTION: 13

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

- A. Visit Recommendations can be created using the Next Best Action Strategy
- B. Visit Recommendations are automatically generated by recent case activities
- C. Visit Recommendations automatically take into consideration already created visits for the store
- D. Visit Recommendations rules consider the store operating hours

Answer: A (LEAVE A REPLY)

NEW QUESTION: 14

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 15

Which two levels can promotions be defined within the Consumer Goods Cloud?

- A. Retail Store
- B. Product Category
- C. Retail Store Group
- D. Product
- E. Account

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 16

How is a promotion linked to a Retail Store?

- A. Through a related list on the Retail Store Group object
- B. Through an account associated with the Retail Store
- C. Through a Promotion Delivery Method
- D. Through a Promotion Channel record

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 17

How can a Field Sales Manager access a photo taken by a Field Rep of a defective In-store asset

- A. The photo is sent directly to the manager's email
- B. The photo is linked to the visit record
- C. The photos Inked to the asset record
- D. The photo is linked to the asset check task

Answer: B (LEAVE A REPLY)

NEW QUESTION: 18

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?

- A. 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
- 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. 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

D. 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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 19

When creating a new page for the Consumer Goods Cloud mobile application, what components are available to be added?

A. Quip Documents, Einstein Predictions, and Price Optimization

B. DEX Electronic Data Interchange(EDI), Custom Object Task List, and Customer Onboarding

C. Quip Documents, Einstein Predictions, and Custom Object Task List

D. DEX Electronic Data Interchange(EDI), Price Optimization, and Customer Onboarding

Answer: C (LEAVE A REPLY)

NEW QUESTION: 20

Sales Reps in the field are reporting that no surveys are available when they try to complete a visit survey on their mobile devices. What are two explanations for this?

A. The Salesforce admin has not created and activated a Salesforce survey

B. The Retail Execution Survey Lighting Flow has not been action

C. A custom Assessment Task definition has not been created

D. The rep is missing the Create Surveys permission

E. A related survey invitation has not been generated

Answer: (SHOW ANSWER)

NEW QUESTION: 21

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?

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 (LEAVE A REPLY)

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

NEW QUESTION: 22

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

- A. In the custom object.
- B. In the Visit Record
- C. In the Retail Visit KPI record
- D. In the Retail Store KPI record

Answer: C (LEAVE A REPLY)

NEW QUESTION: 23

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

- A. Model Metrics
- B. Shelf Metrics
- C. Planogram Metrics
- D. Goods Metrics
- E. Object Metrics

Answer: C (LEAVE A REPLY)

NEW QUESTION: 24

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 25

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

- A. Assign a permission set for users who need to use Einstein to provide access to functionally
- B. Build the model to be used and review its quality prior to deployment to support a positive first experience
- C. Upload a data set for Einstein to leverage for object detection so the system can have a baseline to perform its AI

- D. Populate the custom object for Einstein optical character recognition so that the system can have a baseline to perform its AI
- E. Upload a suppression data set for known competitor products so Einstein can avoid the detection

Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 26

Which statement is true about action plan templates?

- A. Action plan templates can have multiple orders and delivery tasks
- B. Action plan templates are ready to use after saving
- C. Action plan templates are not extensible through Apex
- D. Action plan templates can have multiple planogram, inventory and promotion checks

Answer: C (LEAVE A REPLY)

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