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Q&A

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Exam: **Consumer Goods Cloud**

Title: Salesforce Certified
Consumer Goods Cloud
Accredited Professional

Version: DEMO

1. In the context of the CG cloud, the concept of a Product, and what is represented in Salesforce as a Product and stored in the Product2 standard object always represents an SKU. True or false?

- A. FALSE
- B. TRUE

Answer: B

2. How can multiple Retail Stores or Accounts be added to a route in SF Maps?

- A. By dragging an area over them in SF Maps, defining how much time to remain on each location (or when exactly the field sales rep must be there) and then using the Mass Action add to Route.
- B. By performing a SOQL query in the context of an active layer

Answer: A

3. Can the latitude and longitude field be stored in a different object from the root object selected when defining a Base Object? For example: Root Object = Opps, but the Lat/Long field is in Account Address.

- A. Yes
- B. No

Answer: A

Explanation:

Yes, related objects to the root object can be queried to detect Lat/long fields to use to plot each record.

4. Can Mass actions be performed over plotted records in a Map? For example drag an area to select several Retail Stores or Accounts plotted over a Map and perform a mass action over all of them like Add to Route or Change Owner?

- A. Yes
- B. No

Answer: A

5. Can a Promotion be related to more than one store group while defining the Reach?

- A. No
- B. Yes

Answer: B