

AP-207최고품 질인증 시험대비자료 - AP-207최신시험공 부자료



BONUS!!! Itexamdump AP-207 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=1Uq5nkPDFje73hR-9Wdqm-5jCm0H1J-xh>

Itexamdump의Salesforce인증 AP-207덤프는 고객님의 IT인증자격증을 취득하는 소원을들어줍니다. IT업계에 금방 종사한 분은 자격증을 많이 취득하여 자신만의 가치를 업그레이드할수 있습니다. Itexamdump의Salesforce인증 AP-207덤프는 실제 시험문제에 대비하여 연구제작된 퍼펙트한 시험전 공부자료로서 시험이 더는 어렵지 않게 느끼도록 편하게 도와드립니다.

Salesforce AP-207 Exam Syllabus Topics:

Section	Weight	Objectives
Discovery	13%	- Document customer business needs, value and vision - Identify gaps between requirements and standard capabilities - Understand current state architecture
Test and Deploy	13%	- Testing strategy and scenario design - User acceptance testing management - Deployment planning and execution - License and access management - Product and pricing configuration - Contract management configuration
Implementation	38%	- Initial setup and configuration - Order Capture setup - Data migration and integration - Industry-specific component setup - Post-sales process enablement

- Solution Design 36%
- Validate data model fitment
 - Map Energy and Utilities Cloud components to requirements
 - Design future state business processes
 - Understand deployment tools and best practices
 - Define future state architecture
 - Define security and data access model

>> AP-207최고품질 인증시험 대비자료 <<

시험준비에 가장 좋은 AP-207최고품질 인증시험 대비자료 최신버전 문제

Itexamdump는 응시자에게 있어서 시간이 정말 소중한다는 것을 잘 알고 있으므로 Salesforce AP-207덤프를 자주 업데이트 하고, 오래 되고 더 이상 사용 하지 않는 문제들은 바로 삭제해버리며 새로운 최신 문제들을 추가 합니다. 이는 응시자가 확실하고도 빠르게Salesforce AP-207덤프를 마스터하고Salesforce AP-207시험을 패스할수 있도록 하는 또 하나의 보장입니다.

최신 Accredited Professional Certification AP-207 무료샘플문제 (Q43-Q48):

질문 # 43

An energy company was recently onboarded on Energy and Utilities Cloud. They want to launch a customer service portal that provides customers with a 360-degree view of their energy and utility accounts and includes guided processes for common actions. Which Energy and Utilities Cloud application should they use?

- A. Customer Acquisition Management
- B. Experience Self-Serve Portal
- C. Utility Self-Serve Portal
- D. Energy and Utilities Contact Center Console

정답: C

질문 # 44

During a discovery session, an energy company mentioned they have a high response rate for customer satisfaction surveys. However, the company has noticed consistently negative feedback about its electric utility-payment set-up, stating the customer would like to see payment confirmations from their respective financial institution with payments. What's one area the consultant should consider for process improvement?

- A. Electronic funds transfers
- B. Rate change notifications
- C. Payment reminders
- D. Customer satisfaction surveys

정답: A

질문 # 45

An energy utility company is implementing the Customer Acquisition Management application. The application should support unauthenticated self-serve portal users. What's the preferred method to configure the application security to meet the requirement?

- A. The Customer Acquisition Management application cannot support unauthenticated self serve portal users
- B. A consultant should assign an EnergyRuntimeSales sample permission set to the Guest User profile and an EnergyRuntimeSalesCustomerCommunityUser sample permission set to customer community users.
- C. A consultant should assign an EnergyRuntimeB2CSales sample permission set to the Guest User profile and an EnergyRuntime82CSalesCustomerCommunityUser sample permission set to customer community users.
- D. A consultant should create new permission sets to grant appropriate access to all required objects.

정답: C

설명:

For the Customer Acquisition Management application to support unauthenticated self-serve portal users, the correct configuration of permission sets is crucial. The EnergyRuntimeB2CSales sample permission set designed for Guest User profiles enables unauthenticated users to interact with necessary parts of the application without compromising security or functionality. Additionally, the EnergyRuntimeB2CSalesCustomerCommunityUser permission set provides authenticated community users with appropriate access rights, ensuring a seamless user experience across both authenticated and unauthenticated scenarios.

Reference = The setup and configuration of these permission sets are discussed in the Salesforce Energy and Utilities Cloud security and user management documentation, ensuring applications like Customer Acquisition Management are accessible yet secure.

질문 # 46

An energy company offers multiple products to its industrial and commercial customers. They need to create a quote for a customer for multiple sites.

How would a consultant meet this business requirement?

- A. Create a multi-site quote, add members to the quote, and add products for each site
- B. Create an opportunity, add products to it. then submit it to the MultiAppHandler class
- **C. Create a Master quote, create group(s). add the quote group members, add products, and apply to the group.**
- D. Create quotes for each individual site and add products, then run multi-site batch jobs.

정답: C

설명:

For a consultant to meet the business requirement of creating a quote for a customer with multiple sites, the most efficient approach within Salesforce Energy and Utilities Cloud is to create a Master quote and then organize the products and services by site using groups within the quote. This method allows the consultant to manage the complexities of multi-site quotes systematically, ensuring that each site's specific needs are addressed within a single, overarching quote structure, thereby streamlining the quoting process for complex customer scenarios. Reference = Salesforce documentation on CPQ and quoting best practices outlines the process of creating Master quotes and utilizing groups to manage complex quoting scenarios, such as quotes for customers with multiple sites: https://help.salesforce.com/articleView?id=cpq_quotes.htm&type=5

질문 # 47

An Administrator needs help generating an accurate report to identify the average response time to installing new electricity connections.

What two elements need to be defined during the discovery phase of the implementation?

- **A. Identify the data sources to generate the customer's new connections reports and dashboards**
- **B. Define the metrics to measure the customer's new connections process.**
- C. Define the data to be migrated for the customer's connections process
- D. Define the business stakeholders for the customer's new connections process.

정답: A,B

설명:

During the discovery phase of implementing Salesforce Energy and Utilities Cloud, focusing on generating an accurate report for the average response time to installing new electricity connections, two critical elements need to be defined. Firstly, identifying the data sources is essential for generating comprehensive customer new connections reports and dashboards. These data sources could include service request records, installation records, and any other related datasets that capture the timeline from request to connection establishment. Secondly, defining the metrics to measure the process is crucial. Metrics might include average response time, number of installations completed within a target time frame, and customer satisfaction levels post-connection. By focusing on these elements, an organization can ensure that they are capturing and evaluating the right data to improve and report on their new connections process effectively.

Reference = Salesforce Energy and Utilities Cloud documentation emphasizes the importance of understanding the customer lifecycle and enhancing operational efficiency through accurate data management and metric evaluation. Specific references to setting up reports and dashboards, and defining success metrics can be found under topics related to data management and analytics within the Energy and Utilities Cloud resources.

질문 # 48

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Itexamdump는 몇년간 최고급 덤프품질로 IT인증덤프제공사이트중에서 손꼽히는 자리에 오게 되었습니다. Salesforce AP-207 덤프는 많은 덤프들중에서 구매하는 분이 많은 인기덤프입니다. Salesforce AP-207시험준비중이신 분이시라면Salesforce AP-207한번 믿고 시험에 도전해보세요. 좋은 성적으로 시험패스하여 자격증 취득할것입니다.

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