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## New AP-203 Exam Discount - Test AP-203 Questions

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## Salesforce Communications Cloud Accredited Professional Sample Questions (Q53-Q58):

### NEW QUESTION # 53

United telecom has large product catalog; over time their catalog has increased in number of factors. They have chosen communication cloud as their product of choice to reduce their product catalog size. Which are the two steps shall consultant take to migrate these issue and build a stable product catalog.

- A. Rationalize the product catalog by identifying duplicates and legacy products that can be removed
- B. Mark the orderable flag on the legacy system to false so that they cannot be used.
- C. Make use of object types and attributes to better handle scalability using EPC functionality.
- D. Bundle the similar product together to reduce the volume

Answer: A,C

### NEW QUESTION # 54

UT required bulk ordering to be implemented in communication cloud base to capture order broadband speed to its customer and applying promotions.

Which two steps should consultant take to perform the impact assessment for bulk ordering in communication cloud

- A. Evaluate the various business scenarios for bulk orders in order to access platform governor limits (CPU time, Database utilization)
- B. Evaluate the various business scenarios for bulk orders in order design automation for order capture and orchestration
- C. Identify the business rules need to be implemented for creation and fulfillment of bulk orders.
- D. Identify the volume and access feasibility from a platform governor limit perspective (CPU time, Database utilization)

**Answer: C,D**

#### NEW QUESTION # 55

ABC telecom is using the communication cloud for the B2C business, The B2B business now wants a new quoting solution for their complete B2B products. B2B customers are large enterprises with hundreds of sites, B2B sales representative wants to configure different products based on sites requirements, group sites together, apply discount as per negotiated price and generate a multi-site proposal document. What Solution should a consultant recommend to meet the requirement above?

- A. Use Enterprise Sales Management Quote Negotiation Process to capture Multi-site quote by uploading the site list and configuring the offers for the sites.
- B. Use Communication Cloud CPQ multisite Quote Capture to upload a site list and configure offers for the sites
- C. Leverage the communication cloud (CPQ) master quote and group quote capability to associate service accounts to group quotes. Each location can be associated with Quote Line Item
- D. Use Communication Cloud CPQ to create a quote associated with multiple service Accounts Import a list of Sites to represent service Account and configure offers.

**Answer: C**

#### NEW QUESTION # 56

UC rolling out new offer, which must be fulfilled using industries order management. Orchestration must integrate with the provisioning system, which accepts a different payload for activating the service What is the recommendation approach for designing the orchestration while minimizing unnecessary configurations?

- A. Create one orchestration plan definition with two orchestration definition having mutually exclusive condition. Configure the scenario to include both Add and disconnect actions.
- B. Create two orchestration plan, one having the activation Orchestration item and other with the deactivation. Configure one scenario to map activation to Add action and deactivation to disconnect action
- C. Create two orchestration plan, one having the activation Orchestration item and other with the deactivation. Configure scenario to map activation to add action and deactivate
- D. Create two orchestration plans, one having the activation orchestration item and other with deactivation item. Configure the orchestration items based on the products

**Answer: B**

#### NEW QUESTION # 57

An organization is requesting a negotiated price from UT in their quote for the order which two business flows should UT have in place in communication cloud to meet the customer requirement?

- A. Design a quoting flow to negotiate price and discount approval process.
- B. Design opportunity management flows and convert the opportunity to quote.
- C. Design a contract creation and contract renewal flows
- D. Design order capture and order fulfillment flows

**Answer: A,B**

#### NEW QUESTION # 58

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