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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q76-Q81):

NEW QUESTION # 76
An energy company implementing Energy and Utilities Cloud needs to generate a contract frame its proposals that include up to 100 line items, with its template already built in a DOCX file. According to the new company branding, custom fonts were used.

- A. Server-Side generation, as Client-Side doesn't support custom fonts
- B. Client-Side generation, as Server-Side deesn't support DOCK templates
- C. Client-Side generation, as this doesn't have a high number of line items
- D. Server-Side generation, as this has a high number of line items
- E. Using the Contract Lifecycle Management, which Document Generation mechanism should the administrator recommend?

Answer: C

NEW QUESTION # 77
An energy and utilities company wants to use objects for multi-site locations What three objects can they use out of the box?

- A. Service Point
- B. Premises
- C. Asset
- D. Quote
- E. Service Account

Answer: A,B,E

Explanation:
For an energy and utilities company looking to manage multi-site locations using Salesforce Energy and Utilities Cloud, the following objects can be utilized out of the box: A. Service Account: Represents the account receiving the service and can be used to organize and relate to multiple service locations. C. Service Point: Represents a specific physical location where services are delivered or measured, such as a metering point for utilities. D. Premises: Represents the physical location or property where service points are located, enabling the organization of multiple service points within a larger geographical or physical area.
These objects collectively facilitate the effective management of multi-site locations, providing a structured approach to tracking service delivery and consumption across different sites. Reference = The Salesforce Energy and Utilities Cloud documentation outlines the use of these objects within the standard data model, providing a foundation for managing complex site structures and utility services: https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/

NEW QUESTION # 78
Which two standard Energy and Utilities Cloud data model characteristics are used to differentiate B2B and B2C customers?

- A. Accounts with RecordType Business are used to represent B2B customers.
- B. Accounts with RecordType Service are used to represent B28 customers
- C. Accounts with RecordType Consumer are used to represent B2C customers
- D. Person accounts are used to represent B2C customers.

Answer: A,C

Explanation:
In the standard Salesforce Energy and Utilities Cloud data model, B2B and B2C customers are differentiated as follows: A. Accounts with RecordType "Business" are used to represent B2B customers. This RecordType is designed to capture information relevant to business accounts, including details specific to companies and organizations. B. Accounts with RecordType "Consumer" are used to represent B2C customers. This RecordType is tailored to individual consumers, focusing on personal account information and individual customer interactions.
This distinction in the data model facilitates the management of diverse customer types within the energy and utility sector, allowing for tailored interactions and services. Reference = Salesforce Energy and Utilities Cloud documentation provides insights into the

data model, including the differentiation between B2B (Business) and B2C (Consumer) customers using specific RecordTypes, which is critical for managing customer relationships and data: https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/

NEW QUESTION # 79

The key stakeholders at an energy company want to understand the value of adapting the Salesforce Professional Services Methodology for the execution of their transformation program.
Which three definitions should the Energy and Utilities Cloud Consultant use to persuade the project sponsors to adapt the methodology?
Choose 3 answers

- A. The definition stage implies prioritizing the user stories and defining the end-to-end program's road map,
- B. The discovery stage is used to ensure transparency, clarity, and alignment on the engagement and what it's due to deliver to the business.
- C. The design stage ensures a holistic design aligned with business benefits and establishes key responsibilities, roles, timeframes, and deadlines.
- D. The definition stage is used to allow the program teams to understand what the engagement involves, set the terms of the engagement, and determine how best to move forward.

Answer: A,C,D

NEW QUESTION # 80

An energy company is launching a new subscription service in the B2B market that offers an energy consumption consultancy to help customers pay less on their bills. This product will be charged USD $60 monthly.
Which two pricing metadata are needed when defining this price with Industries CPQ?

- A. A Pricing Plan Entry, with type as Price and charge type as Recurring
- B. A Price Book Entry, with amount as $60. currency as USD and charge type as Recurring
- C. A Pricing Variable, with type as Price and charge type as Recurring
- D. A Price List Entry, with amount as $60. currency as USD and charge type as Recurring

Answer: A,D

Explanation:
When defining the pricing for a new subscription service with Industries CPQ, it's essential to create a Price List Entry that specifies the price, currency, and charge type. For a subscription service priced at USD $60 monthly, the Price List Entry should have an amount set to $60, the currency specified as USD, and the charge type categorized as Recurring. This approach ensures that the pricing metadata accurately reflects the subscription nature of the service, facilitating correct billing and revenue recognition.
Reference = Salesforce Industries CPQ documentation provides detailed guidelines on setting up pricing for various types of products and services, including recurring subscription services. This includes creating and managing Price List Entries to define pricing terms: https://help.salesforce.com/articleView?id=cpq_create_price_list.htm&type=5

NEW QUESTION # 81

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