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Salesforce Communications Cloud Accredited Professional Sample Questions (Q56-Q61):

NEW QUESTION # 56

ABC telecom wishes to offer certain offers to retain its outgoing customers. They would like to give pricing adjustments across the catalog. They also want their agent to have the ability to give runtime adjustments and wish to have the approval process defined around the same. Which features should the consultant suggest to address the above requirements.

- A. Promotions

- B. Adjustment using Context rules
- C. Discounts.
- D. Customizations using CPQ Hooks

Answer: B

NEW QUESTION # 57

UC is a communication service provider using communication cloud. UC done migration by successfully loading full data set into a Full copy sandbox with no errors. UC have started loading data in production.

What two action a consultant shall recommend once the load is completed in production?

- A. Inform the business that data migration is completed and errors resolved in development
- B. Raise support case to retrieve a data load report to summarize the data load.
- C. Analyze and resolve any errors that were encountered and perform additional data load for any failed records
- D. Validate that the resulting volumes in production match expectation, and spot check record for individual corrosiveness

Answer: C,D

NEW QUESTION # 58

Universal containers is a communication service provider using communication cloud. A member of UC's legacy- system IT team has provided a consultant with an extract of all the existing products from the legacy system and asked the consultant to migrate the data to communication cloud which two question should the consultant ask in this scenario to clarify the data migration strategy?

- A. Are there customer specific offerings?
- B. Which of the provided products are still actively sold?
- C. Which of the products are inactive?
- D. Can we rationalize products to a smaller number?

Answer: A

NEW QUESTION # 59

Universal containers (UC) is implementing communication cloud. One of the KPIs for their digital transformation is to reduce time to market for new product and products changes since it is currently takes three-month end to end to launch new product. Which two actions will help measure product time to market in communication cloud?

- A. Create salesforce report on EPC project object to track the product time to market.
- B. Create a salesforce Report on the Product object to track the product time to market
- C. Create a Product Time to market app from template in CRM analytics to track the product time to market
- D. Leverage the EPC functionality to track the product related configuration.

Answer: A

NEW QUESTION # 60

Universal Containers (UC) is implementing communication cloud one of the key drivers of their digital transformation is to migrate their high number of B2C customer churn over the past few years. Which two actions will help identify and proactively reduce churn while minimizing the implementation effect.

- A. Create a churn trend report via salesforce report based on disconnect order to identify customers likely to churn
- B. Expose next best action based on Einstein Discovery prediction to give the customer a discount if they are likely to churn.
- C. Create Churn trend reports in CRM Analytics that brings the data from communication cloud and legacy system to identify the customer likely to churn
- D. Create a churn trend app from a template in CRM analytics to identify customer likely to churn

Answer: B

NEW QUESTION # 61

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