

AP-207 Certification Exam - AP-207 Latest Test Labs



Salesforce

AP-207

ExamName: Energy and Utilities Cloud Accredited Professional

Exam Version: 6.0

Questions & Answers Sample PDF

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Salesforce AP-207 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Solution Design	36%	- Understand deployment tools and best practices
		- Define future state architecture
		- Map Energy and Utilities Cloud components to requirements
		- Define security and data access model
		- Design future state business processes
Topic 2: Discovery	13%	- Validate data model fitment
		- Understand current state architecture
		- Document customer business needs, value and vision
		- Identify gaps between requirements and standard capabilities

		- Initial setup and configuration
		- Industry-specific component setup
		- Order Capture setup
Topic 3: Implementation	38%	- Post-sales process enablement
		- Data migration and integration
		- License and access management
		- Contract management configuration
		- Product and pricing configuration
		- User acceptance testing management
Topic 4: Test and Deploy	13%	- Deployment planning and execution
		- Testing strategy and scenario design

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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q59-Q64):

NEW QUESTION # 59

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

Answer: A

NEW QUESTION # 60

An energy company runs utility-specific processes in the backend customer information system (CIS) and billing systems with minimal visibility to service agents. The company embarks on a multi-year digital transformation initiative to provide a Customer 360 view to its service agents.

What two licenses should be recommended and mapped in the future state architecture to align with the business vision?

- **A. Energy and utility Base**
- B. Configure Prince Quote (CPQ)
- **C. Service Cloud**
- D. Contract Lifecycle Management (CLM)

Answer: A,C

Explanation:

For an energy company embarking on a digital transformation initiative to provide a 360-degree customer view to service agents, the recommended licenses are: A. Service Cloud: Essential for enabling service agents to manage customer interactions and service requests efficiently, providing tools for case management, customer service analytics, and more. D. Energy and Utilities Base: Specifically tailored to the energy and utilities sector, this license provides access to industry-specific data models, workflows, and functionality designed to manage the complex needs of energy providers. Together, these licenses ensure that service agents have access to comprehensive customer information and the specialized tools needed to support the unique requirements of the energy and utilities sector. Reference = Salesforce Energy and Utilities Cloud documentation and Service Cloud resources detail the functionalities and benefits of these licenses, highlighting their role in supporting customer service and industry-specific processes:

<https://www.salesforce.com/products/service-cloud/overview/>, <https://www.salesforce.com/products/industries/energy-and-utilities/overview/>

NEW QUESTION # 61

A multinational energy company distributes energy to several countries with different tariffs. For their Energy and Utilities Cloud implementation, they want to allow each country only to have access to its respective price.

How can this be done with Industries CPQ?

- A. One Price List should be configured for each country, and Context Rules need to be configured to make the Price List eligible only for its respective country.
- B. One Price List should be configured for each country, and Advanced Rules need to be configured to make the Price List eligible only for its respective country.
- C. One Price Book should be configured for each country, and Advanced Rules need to be configured to make the Price Book eligible only for its respective country.
- D. One Price Book should be configured for each country, and Context Rules need to be configured to make the Price Book eligible only for its respective country.

Answer: A

NEW QUESTION # 62

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

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

Answer: B,D

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 # 63

An energy company was onboarded on Energy and Utilities Cloud. They want to see how many Energy and Utilities Cloud licenses are assigned.

What's the most effective way to check for the number of their assigned Energy and Utilities Cloud licenses?

- A. Go to Setup -> installed Packages -> Vlocity CMT to see the Energy and Utilities Cloud license information.
- B. Execute a SOQL query to retrieve the license count
- C. Call Salesforce Support to get the Energy and Utilities Cloud information.
- D. Go to Setup -> Company Information -> Permission Set Licenses.

Answer: D

Explanation:

The most effective way to check for the number of assigned Salesforce Energy and Utilities Cloud licenses is through the Salesforce Setup menu. By navigating to Setup, then to Company Information, and looking at the Permission Set Licenses section, administrators can quickly view the number of licenses assigned and available for various Salesforce products, including Energy and

Utilities Cloud. This method provides a straightforward and accessible means of license management within the Salesforce environment. Reference = Salesforce's official documentation on managing licenses, including viewing assigned licenses through the Company Information section, provides comprehensive guidance: https://help.salesforce.com/articleView?id=users_license_types_available.htm

NEW QUESTION # 64

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