# Quiz 2026 Salesforce AP-203: Fantastic Updated Communications Cloud Accredited Professional Testkings



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## Salesforce Communications Cloud Accredited Professional Sample Questions (Q15-Q20):

**NEW QUESTION # 15**
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 Communication Cloud CPQ to create a quote associated with multiple service Accounts Import a list of Sites to represent service Account and configure offers.
- B. Use Enterprise Sales Management Quote Negotiation Process to capture Multi-site quote by uploading the site list and configuring the 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 multisite Quote Capture to upload a site list and configure offers for the sites

**Answer: C**

**NEW QUESTION # 16**

An ABC telecom customer requested a change to their existing services which resulted in new set of assets. At later date customer changed from device based to an installment based contract. After few year customer then requested to change their telephone number. Which object of communication data model should a consultant use to manage the life cycle of assets over a time?

- A. Contract Line Item
- B. Subscription
- C. Service Account
- D. Service Entitlement

**Answer: B**

## NEW QUESTION # 17

ABC cloud is a communication service provider that uses communication cloud for their B2B market, ABC cloud customer frequently subscribe to the same set of products for different service location. Today ABC cloud sales representatives, have configured several identical quotes for each service location for the customer to sign. ABC cloud would like to accelerate its sale cycle with faster lead to cash journey. What solution can consultant propose for ABC cloud to have a faster lead to cash journey.

- A. Use multisite CPQ cart capability to capture multiple quotes and configure order split functionality using Integration Procedure
- B. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Utilize out of the box order split functionality to submit individual products to order management
- C. Use multisite CPQ cart capability to capture multiple quotes and utilize Out of the box (OOTB) support for order management.
- D. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Enable the industries Order Management bulk order handling custom setting to support bulk order decomposition and orchestration

**Answer: C**

## NEW QUESTION # 18

A telecom service provider offers internet, mobile and TV services that can be sold as bundled and independently. Fulfillment consultant designer is designing the orchestration order that contains any combination to consistently improve the customer satisfaction, the consultant need to design a solution that makes the service available to consumers for consumption and support changes for completely fulfilled offers even when other are still being same. what is the recommendation approach for an assets management strategy in this case?

- A. Module the offer as a triple play bundle, Use standard assetization in orchestration to assetize the offer that have been ordered
- B. Module the offer as a top level offers, Use staged assetization in orchestration to assetize the offer that have been ordered
- C. Module each offer as top offer, Use the standard assetization in orchestration to assetize the offer that have been ordered
- D. Module the offer as a triple play bundle, Use staged assetization in orchestration to assetize the offer that have been ordered

**Answer: B**

## NEW QUESTION # 19

United Telecom is moving its assets to communication cloud as part of its digital transformation. During the asset migration process, a consultant includes a step to create no change MACD order. Why this is necessary to have this step in migration process?

- A. To create inventory items to be used in subsequent MACD.
- B. To validate if decomposition works on migrated assets
- C. To validate if MACD works on migrated Assets.
- D. To validate the migrated assets data aligns with assets data model

**Answer: A**

## NEW QUESTION # 20

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