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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q30-Q35):

NEW QUESTION # 30
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 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.
- 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 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.

Answer: A

NEW QUESTION # 31
An energy utility company is implementing the Customer Acquisition Management application. The application should support unauthenticated self-serve portal users.
What's the preferred method to configure the application security to meet the requirement?

- A. A consultant should create new permission sets to grant appropriate access to all required objects.
- B. A consultant should assign an EnergyRuntimeB2CSales sample permission set to the Guest User profile and an EnergyRuntime82CSalesCustomerCommunityUser sample permission set to customer community users.
- C. A consultant should assign an EnergyRuntimeSales sample permission set to the Guest User profile and an EnergyRuntimeSalesCustomerCommunityUser sample permission set to customer community users.
- D. The Customer Acquisition Management application cannot support unauthenticated self serve portal users

Answer: B

Explanation:
For the Customer Acquisition Management application to support unauthenticated self-serve portal users, the correct configuration of permission sets is crucial. The EnergyRuntimeB2CSales sample permission set designed for Guest User profiles enables unauthenticated users to interact with necessary parts of the application without compromising security or functionality. Additionally, the EnergyRuntimeB2CSalesCustomerCommunityUser permission set provides authenticated community users with appropriate access rights, ensuring a seamless user experience across both authenticated and unauthenticated scenarios.
Reference = The setup and configuration of these permission sets are discussed in the Salesforce Energy and Utilities Cloud security and user management documentation, ensuring applications like Customer Acquisition Management are accessible yet secure.

NEW QUESTION # 32
What's an example of a parent and child premise record?

- A. The parent premise is the apartment building, and the child is the apartment unit.
- B. The parent premise is the type of service provided, and the child is the apartment.
- C. The parent premise is the apartment unit, and the child is the apartment building.
- D. The parent premise is the apartment, and the child is the type of service provided.

Answer: A

NEW QUESTION # 33
An energy company wants to send to its customers various types of communication via digital channels. Which is the preferred cloud that works in conjunction with Energy and Utilities Cloud to achieve mass communication9

- A. Marketing Cloud

- B. Service Cloud
- C. Sales Cloud
- D. Communications Cloud

Answer: A

Explanation:
Salesforce Marketing Cloud is the preferred solution for energy companies looking to send various types of communication via digital channels to their customers in conjunction with Energy and Utilities Cloud. Marketing Cloud provides a comprehensive suite of tools designed for mass communication, allowing for the creation, management, and delivery of personalized customer communications across multiple digital channels. This integration enhances customer engagement and satisfaction by delivering timely and relevant information. Reference = Salesforce Marketing Cloud documentation highlights its capabilities for mass communication and integration with other Salesforce products, including Energy and Utilities Cloud, to provide a unified platform for customer engagement: https://www.salesforce.com/products/marketing-cloud/overview/

NEW QUESTION # 34
Energy and utility organizations are going through digital transformations that place a greater focus on customers and employees Which three changes are disrupting the energy and utilities market?

- A. Removing the complexity from the business
- B. Customer expectations and values
- C. Capitalization of the cloud
- D. Regulatory and technology changes
- E. Digital first and work-from anywhere in real time

Answer: B,D,E

Explanation:
The energy and utilities market is currently experiencing significant disruption due to several factors. Regulatory and technology changes are at the forefront, with new policies and advancements in technology pushing companies towards more sustainable and efficient operations. Digital-first strategies and the capability to work from anywhere in real time are also transformative, as they allow for greater flexibility, improved customer service, and enhanced operational efficiency. Finally, changing customer expectations and values, particularly regarding sustainability, reliability, and personalized service, are influencing how energy and utilities companies operate. These disruptions require companies to adapt and innovate, leveraging digital transformation to meet evolving demands.
Reference = These insights are based on Salesforce's discussions on industry trends and challenges within the Energy and Utilities Cloud documentation and resources. Key topics include digital transformation, customer engagement, and adapting to regulatory changes. Salesforce's industry insights and trend analysis provide a comprehensive overview of these disruptions.

NEW QUESTION # 35
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