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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q47-Q52):

NEW QUESTION # 47

An existing Salesforce customer has built a data model with many custom objects for their call center operations. How can the customer use OmniStudio to improve the agent experience?

- A. OmnipStudio can be used with custom objects but will need to be migrated to the Energy and Utilities Cloud data model.
- B. Certain agents can use Energy and Utilities Cloud OmniStudio and Data Model, while other agents da nat.
- C. The Energy and Utilities Cloud data model is required for OmniStudio.
- D. OmniStudio can be used without leveraging the Energy and Utilities Cloud data model.

Answer: D

NEW QUESTION # 48

During a discovery session, an energy company mentioned they have a high response rate for customer satisfaction surveys. However, the company has noticed consistently negative feedback about its electric utility-payment set-up, stating the customer would like to see payment confirmations from their respective financial institution with payments. What's one area the consultant should consider for process improvement?

- A. Customer satisfaction surveys
- B. Payment reminders
- C. Electronic funds transfers
- D. Rate change notifications

Answer: C

NEW QUESTION # 49

An energy company wants to calculate the estimated monthly amount a customer needs to pay. How can a consultant configure Energy and Utilities Cloud CPQ to calculate monthly commodity pricing?

- A. Using monthly recurring price
- B. Using onetime price
- C. Using usage price
- D. Using a subscription pricing plan

Answer: C

Explanation:

To calculate the estimated monthly amount a customer needs to pay for their commodity usage, configuring Energy and Utilities Cloud CPQ to use usage-based pricing is the most appropriate approach. This method allows for the calculation of charges based on the actual consumption of the commodity, which can vary from month to month. Usage-based pricing provides the flexibility to accurately reflect a customer's consumption patterns in their billing, offering a transparent and fair pricing model that aligns with the variable nature of commodity usage. Reference = Salesforce Industries CPQ documentation details how to configure and use usage-based pricing, emphasizing its suitability for industries where consumption can vary significantly, such as energy and utilities: https://help.salesforce.com/articleView?id=cpq_usage_based_pricing.htm&type=5

NEW QUESTION # 50

An energy company provides gas, electricity, and warranty services to its customers. When a customer calls for help, the agent needs to see the products and services they have purchased.

Which object does the Energy and Utilities Cloud data model use to store this information?

- A. Contract
- B. Premise
- C. Account
- D. Asset

Answer: C

NEW QUESTION # 51

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 Pricing Variable, with type as Price and charge type as Recurring
- C. A Price Book Entry, with amount as \$60, currency as USD 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 # 52

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