

# AP-207 Energy and Utilities Cloud Accredited Professional neueste Studie Torrent & AP-207 tatsächliche prep Prüfung

ENERGY AND UTILITIES CLOUD  
ACCREDITED PROFESSIONAL



## EXAM GUIDE

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Exam Content covers up to: [Spring 2023 Release](#)

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BONUS!!! Laden Sie die vollständige Version der Zertprüfung AP-207 Prüfungsfragen kostenlos herunter:  
<https://drive.google.com/open?id=1wcvot6JFDQZjZCf2zJvoqjRzYINS80vK>

Heutzutage, wo IT-Branche schnell entwickelt ist, müssen wir die IT-Fachleuten mit anderen Augen sehen. Sie haben uns viele unglaubliche Bequemlichkeiten nach ihrer spitzen Technik geboten und dem Staat sowie Unternehmen eine Menge Menschenkräfte sowie Ressourcen erspart. Sie beziehen sicher ein hohes Gehalt. Wollen Sie gleich wie sie werden? Dann müssen Sie zuerst die Salesforce AP-207 Zertifizierungsprüfung bestehen.

Die Produkte von Zertprüfung werden von den erfahrungsreichen IT-Fachleuten nach ihren Kenntnissen und Erfahrungen bearbeitet. Wenn Sie sich an der Salesforce AP-207 Zertifizierungsprüfung beteiligen wollen, wählen Sie doch Zertprüfung. Zertprüfung bietet Ihnen umfassende Prüfungsmaterialien von guter Qualität, so dass Sie sich besser auf die fachliche Salesforce AP-207 Prüfung vorbereiten und das AP-207 Zertifikat erhalten.

>> AP-207 Simulationsfragen <<

**Die neuesten AP-207 echte Prüfungsfragen, Salesforce AP-207 originale fragen**

Zertprüfung wird nicht nur Ihren Wunsch erfüllen, sondern Ihnen einen einjährigen kostenlosen Update-Service und Kundendienst

bieten. Die Prüfungsfragen von Zertpruefung sind alle richtig, die Ihnen beim Bestehen der Salesforce AP-207 Zertifizierungsprüfung helfen. Im Zertpruefung können Sie kostenlos einen Teil der Fragen und Antworten zur Salesforce AP-207 Zertifizierungsprüfung als Probe herunterladen.

## Salesforce Energy and Utilities Cloud Accredited Professional AP-207 Prüfungsfragen mit Lösungen (Q53-Q58):

### 53. Frage

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

**Antwort: A**

Begründung:

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](https://help.salesforce.com/articleView?id=users_license_types_available.htm)

### 54. Frage

An energy and utility company relies on a third-party pricing application for multi-site quotes. The utility company wants Salesforce to manage the multi-site quotation process and continue to use the third-party pricing application.

How can the utility company meet these requests using Energy and Utilities Cloud?

- **A. Use the external pricing feature to send and receive pricing requests from an external pricing engine.**
- B. Duplicate the third-party pricing application prices into the Salesforce Price list.
- C. Install the "Third Party Pricing Application" DataPack from the Process Library.
- D. Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available.

**Antwort: A**

### 55. Frage

consultant has been tasked with gathering and aligning requirements from a small group of key stakeholders for an Energy and Utilities Cloud implementation.

Which approach would be most effective for eliciting business requirements from the small group of stakeholders?

- **A. Conduct a semi-structured requirement gathering session to walk-through current-state sales processes with the stakeholders to align on common requirements.**
- B. Conduct a focus group with all stakeholders to present different future-state sales processes and elicit stakeholder opinions.
- C. Create and deliver a questionnaire to each stakeholder to elicit thoughts on the pros and h. of the current-state sales processes.

**Antwort: A**

### 56. Frage

An energy company is looking to track relationships with their electricity and gas business-to-consumer (B2C) subscribers and differentiate them from their business-to-business (B2B) corporate accounts.

Which two functionalities should the energy and utilities consultant use for the customer data model?

- A. Use Contacts just for B2B scenarios.
- B. Use the Account Contact Relation object
- C. Use the Consumer Account record type
- D. Enable Person Accounts to model consumers.

**Antwort: C,D**

Begründung:

To track relationships with electricity and gas B2C subscribers and differentiate them from B2B corporate accounts effectively, consultants should utilize two specific functionalities within Salesforce Energy and Utilities Cloud. The first is enabling Person Accounts to model consumers. Person Accounts are ideal for B2C scenarios because they allow for the representation of individual consumers in a manner that's separate from the more complex B2B corporate accounts, which are typically modeled using standard Account records. Secondly, using the Consumer Account record type can further differentiate between these two distinct types of customers. This functionality allows for the customization of fields, page layouts, and processes specific to the consumer sector, facilitating more targeted management and engagement strategies.

Reference = The Salesforce Energy and Utilities Cloud documentation offers guidance on configuring the customer data model to support diverse customer types, including B2B and B2C. Specific sections on Account and Contact Management provide insights into the use of Person Accounts and record types for segmenting and managing customer relationships effectively.

### 57. Frage

An energy company offers multiple products to its industrial and commercial customers. They need to create a quote for a customer for multiple sites.

How would a consultant meet this business requirement?

- A. Create quotes for each individual site and add products, then run multi-site batch jobs.
- B. Create a multi-site quote, add members to the quote, and add products for each site
- C. Create a Master quote, create group(s), add the quote group members, add products, and apply to the group.
- D. Create an opportunity, add products to it. then submit it to the MultiAppHandler class

**Antwort: C**

Begründung:

For a consultant to meet the business requirement of creating a quote for a customer with multiple sites, the most efficient approach within Salesforce Energy and Utilities Cloud is to create a Master quote and then organize the products and services by site using groups within the quote. This method allows the consultant to manage the complexities of multi-site quotes systematically, ensuring that each site's specific needs are addressed within a single, overarching quote structure, thereby streamlining the quoting process for complex customer scenarios. Reference = Salesforce documentation on CPQ and quoting best practices outlines the process of creating Master quotes and utilizing groups to manage complex quoting scenarios, such as quotes for customers with multiple sites: [https://help.salesforce.com/articleView?id=cpq\\_quotes.htm&type=5](https://help.salesforce.com/articleView?id=cpq_quotes.htm&type=5)

### 58. Frage

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**AP-207 Online Tests:** [https://www.zertpruefung.de/AP-207\\_exam.html](https://www.zertpruefung.de/AP-207_exam.html)

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