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# Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q67-Q72):

**NEW QUESTION # 67**
An energy company is implementing the CPQ module of Energy and Utilities Cloud. The consultant set up the Advanced Rule on the Order with the Entity Filter type "Qualification." The filter selects the accounts with the condition CreatedDate < 365 days.
Which scenario should be executed during the testing phase?

- A. Test the product eligibility: The product will not be not available for accounts older that 365 days
- B. Test the account creation: Accounts older than 365 days will not be qualified for creation.
- C. Test the order creation: Order can't be created for the account older than 365 days.
- D. Test the account creation: Accounts younger than 365 days won't be qualified for creation.

**Answer: C**

**NEW QUESTION # 68**
Which are the two essential deployment steps for migrating Utilities Self Serve Portal from one org to another?
Choose 2 answers

- A. Set up Utilities self-serve templates on your target org.
- B. Select Self-Serve Portal components from the Energy and Utilities Cloud industry Process Library.
- C. Create customer community user profiles for the Utilities self-serve portal.
- D. Create an Experience cloud site to set up a sample digital experience site on your target org.

**Answer: A,D**

**NEW QUESTION # 69**
Which three features are included in the Energy and Utilities Cloud Console?

- A. Customer 360 view
- B. Multiple tabs, such as Overview.Biling. and Usage
- C. Customer Story
- D. Rate Comparison
- E. Configuration options with significant coding

**Answer: A,B,D**

Explanation:
The Energy and Utilities Cloud Console is designed to provide a comprehensive, integrated view of customer data and utility-specific operations. Features like Multiple tabs, including Overview, Billing, and Usage, enable users to access various aspects of customer information and service details from a single interface. The Rate Comparison feature allows for the comparison of different energy rates directly within the console, facilitating better customer service and engagement. The Customer 360 view offers a holistic overview of the customer's interactions, services, and preferences, providing valuable insights that drive personalized customer interactions and improved service delivery.
Reference = Salesforce Energy and Utilities Cloud documentation highlights these features as part of the console's capabilities, emphasizing the enhancement of user experience and operational efficiency through integrated views and functionalities.

**NEW QUESTION # 70**
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 Price List Entry, with amount as $60. currency as USD and charge type as Recurring
- C. A Price Book Entry, with amount as $60. currency as USD and charge type as Recurring
- D. A Pricing Variable, with type as Price and charge type as Recurring

**Answer: A,B**

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 # 71

Which two considerations are important for defining the pattern for commodity multi-site external pricing integration for the purposes of quoting? Choose 2 answers

- A. Consider if the pricing engine operates synchronously or asynchronously.
- B. Consider the algorithms used by the pricing and forecasting system to calculate the price.
- C. Consider which stack the pricing and forecasting engine runs on (such as AWS, Heroku, or OPC).
- D. Consider how the pricing engine notifies you when the custom pricing and forecasting is complete.

**Answer: A,B**

## NEW QUESTION # 72

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