

AP-203 Actual Exam - AP-203 Passing Score

AP Exam	2024 Score Distribution Data					2024
	5	4	3	2	1	% of 4s and 5s
AP Microeconomics	22.9%	23.9%	20.8%	19.2%	13.2%	47%
AP Psychology	19.20%	23.10%	19.50%	11.80%	26.50%	42%
AP Comparative Government & Politics	16.0%	24.8%	32.1%	15.1%	11.9%	41%
AP Macroeconomics	20.7%	20.7%	23.8%	20.8%	14.1%	41%
AP World History	11.9%	32.3%	19.6%	27.4%	8.8%	44%
AP Human Geography	17.9%	20.5%	17.8%	14.3%	29.5%	38%
AP European History	13.1%	33.3%	25.2%	20.7%	7.7%	46%
AP United States History	12.8%	33.3%	26.0%	19.4%	8.4%	46%
AP United States Government & Politics	24.3%	25.0%	23.7%	18.1%	8.9%	49%

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Salesforce Communications Cloud Accredited Professional Sample Questions (Q53-Q58):

NEW QUESTION # 53

An organization is requesting a negotiated price from UT in their quote for the order which two business flows should UT have in place in communication cloud to meet the customer requirement?

- A. Design opportunity management flows and convert the opportunity to quote.
- B. Design a contract creation and contract renewal flows
- C. Design order capture and order fulfillment flows
- D. Design a quoting flow to negotiate price and discount approval process.

Answer: A,D

NEW QUESTION # 54

Universal Containers (UC) is implementing communication cloud one of the key drivers of their digital transformation is to migrate their high number of B2C customer churn over the past few years. Which two actions will help identify and proactively reduce churn while minimizing the implementation effect.

- A. Create a churn trend app from a template in CRM analytics to identify customer likely to churn
- B. Expose next best action based on Einstein Discovery prediction to give the customer a discount if they are likely to churn.
- C. Create a churn trend report via salesforce report based on disconnect order to identify customers likely to churn
- D. Create Churn trend reports in CRM Analytics that brings the data from communication cloud and legacy system to identify the customer likely to churn

Answer: B

NEW QUESTION # 55

ABC telecom is a large telecommunication operates with 75 million assets across its customer and business customers. The company cloud to take advantage of customer 360 capabilities. There are slight operational differences between the various regions where it sells services, some regions may have different readiness timelines. Which migration strategies should be opt?

- A. Do not migrate legacy assets and leverage external objects within salesforce to access them
- B. Migrate assets in chunks, portioning by geographical region and account type and then prioritize high value business accounts.
- C. Coordinate migration readiness across regions and execute migration all at once to ensure consistency
- **D. Migrate Assets in chunks, portioning by geographical region and account type and then prioritize the migration based on regional timelines.**

Answer: D

NEW QUESTION # 56

Universal containers (UC) sells bundle of the TV service and VOIP line to its customer UC requires a modem to be one of the technical products as part of the bundle decomposition. UC also requires that when a customer orders as additional VOIP line in the future, it reuses the same modem technical product that was decomposed as part of initial bundle order.

- A. Create a 1:1 decomposition relationship between TV to Modem and VOIP to Modem and decompose conditionally based on whether the modem Is already present in the Technical Inventory
- **B. Create an M:1 decomposition relationship between TV to Modem and VOIP to Modem and set scope to account on modem technical product**
- C. Create a 1:1 decomposition relationship between TV and VOIP to modem and set the scope to order item on Modem Technical Product
- D. Create an M:1 decomposition relationship between TV to Modem and delete the decomposition relationships after the initial bundle order.

Answer: B

NEW QUESTION # 57

Universal Container had been using Communication cloud CPQ and order management for their B2B use cases. One of the critical requirement was to send a router code to their downstream system. Sending the router code depends on certain condition *if the customer is moving the internet services and is eligible for router * if the customer is moving the internet service and did not have router before * if customer is renewing the internet service and did not have a router before. Which three option should consultant recommend to meet the requirements above while optimizing order submission performance?

- A. Use action type from fulfillment request lines in the callout condition task
- B. Implement the router condition logic in the integration layer as callout task
- C. Use the Action type from Order items to the Decomposition Relationship Conditions.
- **D. Implement the router condition logic within decomposition layer with more conditions.**
- E. Map all relevant information to the Customer Facing Service (CFS)

Answer: D

NEW QUESTION # 58

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