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NET ZERO CLOUD
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Salesforce AP-218 Exam Syllabus Topics:

Section	Weight	Objectives

Discovery	24%	- Business requirements gathering • 1. Gather ESG and sustainability requirements • 2. Define access and output requirements - Use case identification and prioritization • 1. Prioritize implementation scenarios • 2. Identify sustainability use cases - Mapping requirements • 1. Map use cases to Net Zero Cloud features or third-party systems • 2. Define reporting boundaries and data needs
Implementation		- Platform configuration • 1. Configure Net Zero Cloud settings • 2. Enable core features for ESG tracking - Data modeling and analytics • 1. Use CRM Analytics for ESG dashboards - Emissions and sustainability setup • 1. Configure sustainability targets • 2. Set up emissions forecasting using historical data
Design		- Analytics and reporting • 1. Configure CRM Analytics / Tableau for ESG insights - Data integration planning • 1. Map external data sources to Net Zero Cloud data model - Solution design • 1. Design Net Zero Cloud user experiences • 2. Decide between standard vs custom solutions

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Salesforce Net Zero Cloud Accredited Professional Sample Questions (Q20-Q25):

NEW QUESTION # 20

What is an example of Upstream Scope 3 GHG? (1)

- **A. Business travel**
- B. Processing of sold products
- C. Investments
- D. Operation of assets leased by the reporting company

Answer: A

NEW QUESTION # 21

What is true about record locking functionality? (1)

- A. Locking an energy use record locks all related Carbon Footprint records
- B. Moves the Carbon Footprint into the External Audit stage
- C. Once a carbon footprint is locked, it is not possible to unlock the related energy use records
- **D. Locking a carbon footprint record prevents that record and all the energy use records associated with it from being recalculated**

Answer: D

NEW QUESTION # 22

What differentiates a Scope 1 emission from a Scope 2 emissions? (1)

- A. Scope 1 is direct emissions from owned assets; Scope 2 is indirect emissions that your organization consumes
- B. Scope 1 is from manufacturing; Scope 2 is from other business operations
- **C. Scope 1 is from assets owned; Scope 2 is from assets leased and your value chain**
- D. Scope 1 is from fossil fuels; Scope 2 is from renewables

Answer: C

NEW QUESTION # 23

Out of the box, what can a client link an Energy Use Record to? (1)

- A. A single other energy use records
- B. Other energy use records
- C. Multiple Assets and multiple Carbon Footprints
- **D. A single Asset and multiple Carbon Footprints**

Answer: D

NEW QUESTION # 24

What three future risks do greenhouse emissions pose to a company? (3 options)

- **A. Regulatory Impact**
- B. Supply chain disruptions
- C. Liquidity risk
- **D. Increased costs**
- **E. Accelerated depreciation**

Answer: A,D,E

NEW QUESTION # 25

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