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ENERGY AND UTILITIES CLOUD ACCREDITED PROFESSIONAL



EXAM GUIDE

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

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the examination.

Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q69-Q74):

NEW QUESTION # 69

An energy company generates all new contracts through the Contract Lifecycle Management solution Salesforce Industries. After a demo, the manager is very interested in using the redlining online doc feature and the reusing clauses library.

According to the manager's expectations, which template type should the developer choose to generate new contracts?

- A. POF Template
- **B. The Microsoft Word Document Template**
- C. The Velocity Web Template
- D. JSON Based Document Template

Answer: B

NEW QUESTION # 70

An energy company needs a way to generate PDF or Word proposals based on a quote for commercial customers to review before proceeding with the products and services.

What tool can be used to automatically create these proposals?

- A. Energy and Utilities Cloud Configure Price Quote (CPQ)
- B. Microsoft Word
- **C. OmniStudio Document Generation**
- D. Energy and Utilities Cloud Contract Lifecycle Management (CLM)

Answer: C

NEW QUESTION # 71

An energy company uses Salesforce Energy and Utilities Cloud to generate quotes and orders. Two custom fields on quotes get populated during the quote capture process. These two fields need to be populated when the quote gets converted to an order.

How can a consultant achieve this without custom code?

- **A. Using Field Mapper**
- B. Creating Apex trigger
- C. Adding fields in CPQ configuration
- D. Adding fields in Checkout method

Answer: A

Explanation:

Salesforce Energy and Utilities Cloud enables consultants to map fields from quotes to orders without custom code by using the Field Mapper tool. This feature is designed to streamline the conversion process, ensuring that custom fields populated during the quote capture process are automatically populated in the corresponding order records. By utilizing Field Mapper, consultants can configure field mappings directly within the Salesforce UI, eliminating the need for custom Apex code and simplifying the configuration process. Reference = Field mapping capabilities in Salesforce CPQ (Configure, Price, Quote) and Salesforce Energy and Utilities Cloud are covered in detail in the Salesforce documentation, which includes guidance on using Field Mapper to automate the transfer of information between different objects: https://help.salesforce.com/articleView?id=cpq_field_mapping.htm&type=5

NEW QUESTION # 72

A customer has finished development, which includes large volumes of data. They're ready to start UAT for their new Energy and Utilities Cloud implementation.

When should the performance tests be conducted as part of the overall UAT process?

- **A. At least 3-4 weeks in advance, so there's sufficient time for the developers to fix bugs if necessary**

- B. Just before the go-live, so the performance test does not alter the overall load on the system
- C. After the go-live, so the performance can be tracked directly in the production environment
- D. Performance tests should not be done as part of UAT; it should only focus on functional requirements.

Answer: A

NEW QUESTION # 73

A multinational energy company distributes energy to several countries with different tariffs. For their Energy and Utilities Cloud implementation, they want to allow each country only to have access to its respective price. How can this be done with Industries CPQ?

- A. One Price List should be configured for each country, and Advanced Rules need to be configured to make the Price List eligible only for its respective country.
- B. One Price Book should be configured for each country, and Context Rules need to be configured to make the Price Book eligible only for its respective country.
- C. One Price Book should be configured for each country, and Advanced Rules need to be configured to make the Price Book eligible only for its respective country.
- **D. One Price List should be configured for each country, and Context Rules need to be configured to make the Price List eligible only for its respective country.**

Answer: D

NEW QUESTION # 74

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