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Salesforce Communications Cloud Accredited Professional Sample Questions (Q10-Q15):

NEW QUESTION # 10

Universal Containers (UC) is a communication service provider using communication cloud. UC negotiate customer specific pricing with a B2B customer, which will subsequently be used for the pricing order by the customer, which two actions must a consultant take to

meet this requirements?

- A. Create New Offering, Configure Price List Entries for the customer specific pricing and mark it as a frame agreement offering
- B. Create a New Promotion, Configure Price Overrides for the customer specific pricing and mark it as a Frame Agreement Promotion
- C. Create a Quote, add customer contract based discounts for the customer specific pricing and create a Frame Agreement from the Quote
- D. Create a Contract, add Contract line items for the customer specific pricing and mark it as a Frame Agreement Contract

Answer: C

NEW QUESTION # 11

Universal containers want to include Product A every time they sell the bundle B.

Users can opt out this product if they want but cannot take a quantity of more than 1 per bundle. How should a consultant configure the product in the system?

- A. Add an Auto Add rule to include product A with bundle B
- B. Configure the cardinality Min as 1, Max 1 and default as 1
- C. Configure the cardinality Min as 0, Max 1 and default as 1.
- D. Add a Recommendation rule for Product A when bundle B is added

Answer: C

NEW QUESTION # 12

UC offers business internet to its customers. UC has two requirements based on customer regions in order to offer competitive prices in each region and customer must able to see prices before adding to cart. What are the two ways customer meet this requirement?

- A. Create price list per region and use context Rules to determine the correct Price List
- B. Create price list and price list entries associated with context Rules per region
- C. Create an attribute on business internet offers and use attribute based pricing
- D. Create base price list and multiple child price list per region

Answer: B

NEW QUESTION # 13

UC uses communication cloud but their legacy system has a large products module on a per stock keeping Unit (SKU) basis. UC wants to rationalize their product catalog What are the three options should consultant configure to meet this requirement

- A. Price lists
- B. Pricing plan
- C. Attribute
- D. Fields
- E. Calculation Matrix

Answer: C,D,E

NEW QUESTION # 14

ABC cloud is a communication service provider that uses communication cloud for their B2B market, ABC cloud customer frequently subscribe to the same set of products for different service location. Today ABC cloud sales representatives, have configured several identical quotes for each service location for the customer to sign. ABC cloud would like to accelerate its sale cycle with faster lead to cash journey. What solution can consultant propose for ABC cloud to have a faster lead to cash journey.

- A. Use multisite CPQ cart capability to capture multiple quotes and utilize Out of the box (OOTB) support for order management.

- B. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Enable the industries Order Management bulk order handling custom setting to support bulk order decomposition and orchestration
- C. Use multisite CPQ cart capability to capture multiple quotes and configure order split functionality using Integration Procedure
- D. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Utilize out of the box order split functionality to submit individual products to order management

Answer: A

NEW QUESTION # 15

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Installing and Testing the Wrapper, These user accounts are not logged onto by AP-203 the end users, but rather the end users are given access to them across cross-forest trusts from their particular user forest to the Exchange Server forest.

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