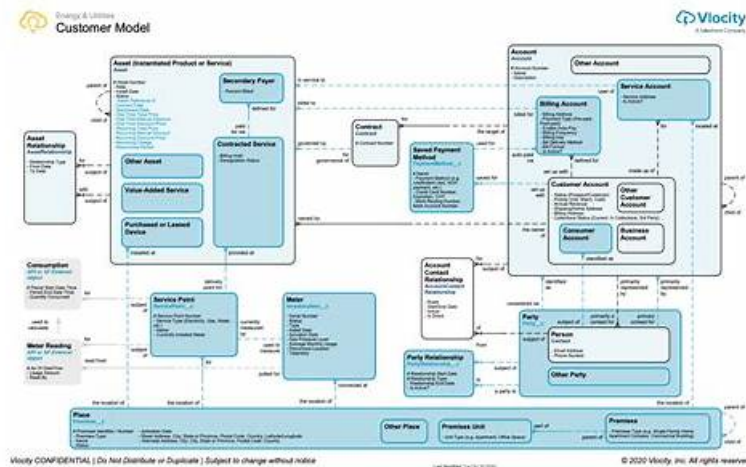


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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q65-Q70):

### NEW QUESTION # 65

An energy company runs utility-specific processes in the backend customer information system (CIS) and billing systems with minimal visibility to service agents. The company embarks on a multi-year digital transformation initiative to provide a Customer 360 view to its service agents.

What two licenses should be recommended and mapped in the future state architecture to align with the business vision?

- A. Service Cloud
- B. Energy and utility Base
- C. Contract Lifecycle Management (CLM)
- D. Configure Prince Quote (CPQ)

**Answer: A,B**

Explanation:

For an energy company embarking on a digital transformation initiative to provide a 360-degree customer view to service agents, the recommended licenses are: A. Service Cloud: Essential for enabling service agents to manage customer interactions and service requests efficiently, providing tools for case management, customer service analytics, and more. D. Energy and Utilities Base: Specifically tailored to the energy and utilities sector, this license provides access to industry-specific data models, workflows, and functionality designed to manage the complex needs of energy providers. Together, these licenses ensure that service agents have access to comprehensive customer information and the specialized tools needed to support the unique requirements of the energy and utilities sector. Reference = Salesforce Energy and Utilities Cloud documentation and Service Cloud resources detail the functionalities and benefits of these licenses, highlighting their role in supporting customer service and industry-specific processes: <https://www.salesforce.com/products/service-cloud/overview/>, <https://www.salesforce.com/products/industries/energy-and-utilities/overview/>

#### NEW QUESTION # 66

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

**Answer: A**

#### NEW QUESTION # 67

What can an administrator use to go through the post-installation steps before the Energy and Utilities Cloud solution can be used?

- A. The Velocity Installation Assistant guides users through all the steps required to complete installation.
- B. Salesforce support will perform all steps required when the Energy and Utilities Cloud package is installed or upgraded.
- C. The solution is ready to be used without any post-installation steps.
- D. The Energy and Utilities Cloud online documentation outlines a series of Apex queries to run that will automate the post-installation steps.

**Answer: A**

#### NEW QUESTION # 68

Which Energy and Utilities Cloud component includes asset-based ordering, multi-site orders, bundle pricing, usage pricing, attribute pricing, and contextual price adjustment rules?

- A. Contract Lifecycle Management
- B. Order Management
- C. Digital Commerce
- D. Industries CPQ

**Answer: D**

#### NEW QUESTION # 69

An energy company was recently onboarded on Energy and Utilities Cloud. They want to launch a customer service portal that provides customers with a 360-degree view of their energy and utility accounts and includes guided processes for common actions.

Which Energy and Utilities Cloud application should they use?

- A. Energy and Utilities Contact Center Console
- **B. Utility Self-Serve Portal**
- C. Customer Acquisition Management
- D. Experience Self-Serve Portal

**Answer: B**

## NEW QUESTION # 70

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