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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q38-Q43):

### NEW QUESTION # 38

An energy company has decided to keep the latest customer invoice in Energy and Utilities Cloud to improve performance Which object is used to store this data?

- A. Bill
- B. Account
- C. Service Account
- D. Statement

**Answer: A**

Explanation:

In Salesforce Energy and Utilities Cloud, the object used to store the latest customer invoice information is the Bill object. This object is specifically designed to handle billing information related to the services provided by energy and utility companies. By storing invoice data in the Bill object, energy companies can efficiently manage and access billing records, enhancing performance by ensuring that crucial financial data is organized and easily retrievable within the system. Reference = The Salesforce Energy and Utilities Cloud documentation provides details on the data model, including the use of the Bill object to store customer billing information, reflecting industry-specific data management needs: <https://developer.salesforce.com/docs/atlas.en->

### NEW QUESTION # 39

consultant has been tasked with gathering and aligning requirements from a small group of key stakeholders for an Energy and Utilities Cloud implementation.

Which approach would be most effective for eliciting business requirements from the small group of stakeholders?

- **A. Conduct a semi-structured requirement gathering session to walk-through current-state sales processes with the stakeholders to align on common requirements.**
- B. Create and deliver a questionnaire to each stakeholder to elicit thoughts on the pros and h. of the current-state sales processes.
- C. Conduct a focus group with all stakeholders to present different future-state sales processes and elicit stakeholder opinions.

**Answer: A**

### NEW QUESTION # 40

What's an example of a parent and child premise record?

- A. The parent premise is the apartment, and the child is the type of service provided.
- **B. The parent premise is the apartment building, and the child is the apartment unit.**
- C. The parent premise is the apartment unit, and the child is the apartment building.
- D. The parent premise is the type of service provided, and the child is the apartment.

**Answer: B**

### NEW QUESTION # 41

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

**Answer: A**

### NEW QUESTION # 42

An energy company provides gas and electricity services to some of its customers, but not all. When a new customer moves in, what object is used to determine what type of service is available at the premise?

- A. Account
- **B. Service Point**
- C. Meter
- D. Asset

**Answer: B**

Explanation:

In Salesforce Energy and Utilities Cloud, the Service Point object is used to determine the type of service available at a premise. This object represents a physical location where utility services are delivered, such as electricity or gas. By associating service points with specific types of utility services, energy companies can effectively manage and track the availability of different services for new and existing customers. This enables precise and efficient service provisioning, ensuring that customers receive the appropriate utility services based on their location and service point characteristics. Reference = The Salesforce Energy and Utilities Cloud documentation provides detailed information on the data model, including the role of the Service Point object in managing utility

service delivery and availability: [https://developer.salesforce.com/docs/atlas.en-us.industries\\_energy\\_and\\_utilities.meta/industries\\_energy\\_and\\_utilities/](https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/)

## NEW QUESTION # 43

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