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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 this 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 Contract, add Contract line items for the customer specific pricing and mark it as a Frame Agreement Contract
- C. Create a New Promotion, Configure Price Overrides for the customer specific pricing and mark it as a Frame Agreement Promotion
- D. Create a Quote, add customer contract based discounts for the customer specific pricing and create a Frame Agreement from the Quote

Answer: D

NEW QUESTION # 11

Universal Connect has a requirement to capture site address for its high speed business internet offerings in order to do a serviceability check. Which two entities are used in communication cloud to capture location information?

- A. Place
- B. Address
- C. Premise
- D. Service Account

Answer: C,D

NEW QUESTION # 12

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 # 13

An ABC telecom customer ordered an internet bundle along with router in their first order. At later date, the customer ordered another internet bundle. Their existing router supports all services. What should be the scope of technical product so that the decomposition process generates fulfillment request lines (FRL) based on the exiting inventory item?

- A. Downstream Order Item Scope
- B. Top Order Item Scope
- C. Order Item Scope
- D. Account Scope

Answer: D

NEW QUESTION # 14

A telecom service provider offers internet, mobile and TV services that can be sold as bundled and independently. Fulfillment consultant designer is designing the orchestration order that contains any combination to consistently improve the customer satisfaction, the consultant need to design a solution that makes the service available to consumers for consumption and support changes for completely fulfilled offers even when other are still being same. what is the recommendation approach for an assets management strategy in this case?

- A. Module the offer as a triple play bundle, Use staged assetization in orchestration to assetize the offer that have been ordered
- B. Module the offer as a triple play bundle, Use standard assetization in orchestration to assetize the offer that have been ordered
- C. Module the offer as a top level offers, Use staged assetization in orchestration to assetize the offer that have been ordered
- D. Module each offer as top offer, Use the standard assetization in orchestration to assetize the offer that have been ordered

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