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Salesforce Communications Cloud Accredited Professional Sample Questions (Q12-Q17):

NEW QUESTION # 12

Orbit telecommunication has announced that their B2C mobile business is doing well and there will be high order increase next year well beyond anything they had planned.

What are the two preparatory steps that a consultant should take to ensure the stability in production?

- A. Ensure platform events mode is enabled
- B. Ensure that customer have enough Async Apex Callouts and platform events available to cover the load
- C. Ensure Enterprise sales management (ESM) is employed to split the large order prior to submission to order management system
- D. Ensure mule soft is employed for integration to reduce the consumption of salesforce resources

Answer: A,B

NEW QUESTION # 13

Universal Connect (UC) offers business TV services to its customer. As part of the offerings, UC requires the business TV's attribute to be changes to gold if account's SLA field value is 'Gold'. What solution does consultant recommend to achieve the requirement?

- A. Attribute Rules
- B. Advance Rules
- C. Context Rules
- D. Compatibility Rules

Answer: B

NEW QUESTION # 14

ABC telecom is using the communication cloud for the B2C business, The B2B business now wants a new quoting solution for their complete B2B products. B2B customers are large enterprises with hundreds of sites, B2B sales representative wants to configure different products based on sites requirements, group sites together, apply discount as per negotiated price and generate a multi-site proposal document. What Solution should a consultant recommend to meet the requirement above?

- A. Leverage the communication cloud (CPQ) master quote and group quote capability to associate service accounts to group quotes. Each location can be associated with Quote Line Item
- B. Use Communication Cloud CPQ multisite Quote Capture to upload a site list and configure offers for the sites
- C. Use Enterprise Sales Management Quote Negotiation Process to capture Multi-site quote by uploading the site list and configuring the offers for the sites.
- D. Use Communication Cloud CPQ to create a quote associated with multiple service Accounts Import a list of Sites to represent service Account and configure offers.

Answer: A

NEW QUESTION # 15

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

Answer: D

NEW QUESTION # 16

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. Service Account
- B. Address

- C. Premise
- D. Place

Answer: A,C

NEW QUESTION # 17

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