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Salesforce Energy-and-Utilities-Cloud Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Implementation: The topic assesses the ability to configure Energy and Utilities Cloud to meet business models, manage licenses, set up order capture, and enable post-sales processes. It also measures proficiency in executing data migration, integrating third-party systems, and deploying relevant components.
Topic 2	<ul style="list-style-type: none"> Test and Deploy Energy and Utilities Cloud Applications and Solutions: This topic evaluates the capacity of Energy and Utilities Cloud professionals to outline and execute a deployment plan that integrates Salesforce core and Vlocity components. Mastery includes validating processes, enabling user testing, and managing UAT milestones.

Topic 3	<ul style="list-style-type: none"> • Solution Design: Solution design evaluates expertise in mapping Energy and Utilities Cloud components to current architectures and crafting future state designs that fulfill business and data model requirements. Energy and Utilities Cloud professionals must demonstrate the ability to define architecture, processes, and security considerations while leveraging deployment tools.
Topic 4	<ul style="list-style-type: none"> • Discovery: Mastering discovery ensures proficiency of Energy and Utilities Cloud professionals in understanding and documenting customer needs, aligning stakeholder requirements, and analyzing current business processes for Energy and Utilities Cloud solutions. This foundational topic measures the ability to identify gaps in processes and architecture compared to standard product capabilities.

Salesforce Energy and Utilities Cloud Accredited Professional Exam Sample Questions (Q12-Q17):

NEW QUESTION # 12

An energy and utility company relies on a third-party pricing application for multi-site quotes. The utility company wants Salesforce to manage the multi-site quotation process and continue to use the third-party pricing application.

How can the utility company meet these requests using Energy and Utilities Cloud?

- A. Install the "Third Party Pricing Application" DataPack from the Process Library.
- **B. Use the external pricing feature to send and receive pricing requests from an external pricing engine.**
- C. Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available.
- D. Duplicate the third-party pricing application prices into the Salesforce Price list.

Answer: B

NEW QUESTION # 13

An energy company wants to sell additional commodity products related to services other than electricity and gas. Which three enhancements need to be considered?

- A. Extend the value list on the status picklist for cases
- **B. Extend the value list on the service type picklist for service points**
- C. Extend the entries of record types on account object.
- **D. Extend the entries of record types on inventory item object.**
- **E. Extend the value list on the product family picklist for product object.**

Answer: B,D,E

Explanation:

When an energy company wants to sell additional commodity products related to services beyond electricity and gas, it needs to consider enhancing the Salesforce Energy and Utilities Cloud by: B. Extending the value list on the product family picklist for the product object to accommodate new product types. C. Extending the value list on the service type picklist for service points to include new services. E. Extending the entries of record types on the inventory item object to manage additional products in inventory.

These enhancements ensure the system accurately reflects the company's expanded offerings, enabling effective management and sales of a broader range of services and products. Reference = The Salesforce Energy and Utilities Cloud data model documentation and customization guides provide information on extending picklists and record types to accommodate new products and services, allowing companies to tailor the platform to their evolving business needs:

https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/

NEW QUESTION # 14

How is the Energy and Utilities Cloud solution installed on an org?

- A. The functionality is unlocked based on the license types assigned to the org
- **B. Its installed as a managed package and unmanaged components**
- C. A specialized org that Salesforce creates with the solution installed is required
- D. Its included as part of core and will be deployed when licenses are purchased

Answer: B

Explanation:

The Salesforce Energy and Utilities Cloud solution is typically installed in a Salesforce org as a combination of a managed package along with unmanaged components. The managed package includes the core functionalities and objects that are part of the Energy and Utilities Cloud framework, ensuring consistency and support across different orgs. The unmanaged components allow for customization and extension specific to the organization's needs, enabling them to tailor the solution to their unique business processes and requirements. Reference = The process for installing Salesforce Energy and Utilities Cloud, including the distinction between managed and unmanaged components, is detailed in the Salesforce documentation and the Energy and Utilities Cloud installation guide, available on the Salesforce website or through the Salesforce AppExchange:

<https://appexchange.salesforce.com/appxListingDetail?listingId=a0N3A00000EcsUWUAZ>

NEW QUESTION # 15

An energy company wants to integrate its current Product Catalog legacy system with its Salesforce org which uses Industries CPQ. In this API, all products require a Product type, which can be one of four values: Energy, Batteries, Measurement, or Solar Panels. This information must be captured in Salesforce and be easily searchable in the org to be sent to the system.

What is the recommended way to design it in Energy and Utilities Cloud?

- **A. A picklist field can be added to the Product2 object**
- B. A picklist attribute can be configured and associated to the base object type.
- C. A picklist attribute can be configured and associated to each product individual

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