

# AP-203 Exam Question, Valid AP-203 Exam Objectives



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## Salesforce Communications Cloud Accredited Professional Sample Questions (Q55-Q60):

### NEW QUESTION # 55

Universal Connect (UC) offers only internet service. However, they plan on extending their offering to include TV services for the existing customers. Fulfillment of Internet and TV orders will only require customers to activate one access line.

Consultant plans on mapping Internet and TV products to the same technical product for the access line using decomposition, but there is a common attribute called "Installation Type" on the internet and TV offer. What will be the consultant see as a result if the consumer order internet and TV together?

- A. No error will be returned the "installation type" will be copied as empty/null after decomposition on the technical product
- B. An error at design time, an error will be returned while configuring the decomposition relationship because of the duplicate attributes
- C. No errors will be returned the value for 'Installation type' on the technical product will be set to most recently modified attribute.
- D. An error at runtime no value will be assigned to the attribute "installation Type" on the technical product

**Answer: C**

#### **NEW QUESTION # 56**

What are three main factors that should lead a consultant to consider assetization of a commercial product or service?

- A. The Product sold is a device accessory such as phone case
- B. The product Service sold has a recurring charge
- C. The product services sold can undergo future attribute changes
- D. The product/service sold is high volume, one time billing event, such as a pay per view
- E. The product services sold will have child features added in the future

**Answer: C,E**

#### **NEW QUESTION # 57**

United Telecom is moving its assets to communication cloud as part of its digital transformation. During the asset migration process, a consultant includes a step to create no change MACD order. Why this is necessary to have this step in migration process?

- A. To create inventory items to be used in subsequent MACD.
- B. To validate if decomposition works on migrated assets
- C. To validate if MACD works on migrated Assets.
- D. To validate the migrated assets data aligns with assets data model

**Answer: A**

#### **NEW QUESTION # 58**

Universal containers (UC) is a communication service provider using communication cloud. UC gathered the following from their sales agent about their current legacy system quoting and order capture flows

- \* They often need to refer back to their documents for routine customer requests
- \* They are able to handle the majority of customer request themselves despite of current challenges
- \* Routine customer requests require many clicks and they want the new system to focus user experience.

One of the common MACD transactions is to increase the quality of the assets What approach should a consultant recommend for designing the quoting and order capture flow in communication cloud to alleviate the agents' feedback while minimizing implementation efforts?

- A. Leverage the CPQ cart for all cases minimize the implementation effort
- B. Build a custom CPQ Cart using FlexCards and LWC to align to the legacy systems UI
- C. Leverage guided selling OmniScripts for common use cases and the CPQ cart for other use cases.
- D. Leverage omni scripts for all used cases to minimize the training efforts for the sales agents.

**Answer: C**

#### **NEW QUESTION # 59**

United Telecom has release plan for their digital transformation it includes both legacy CRM and their new communication cloud, both of which will be active until the digital transformation is complete. Customer data from the legacy CRM will be migrated into communication cloud as part of first phase of the digital transformation project. There are business critical operations that will

remains active in legacy CRM after the first phase of project. Which strategy should a consultant recommended to keep the customer data to sync between the legacy CRM and communication cloud?

- A. Synchronize real time customer data between the two CRMs when updated happens in either of the two CRMs
- B. Allow updated on Customer Data only on Communication cloud and synchronize the update to the legacy CRM
- C. Synchronize real time customer data between the two CRMs at the end of business day using batch updates.
- D. Introduce customer data management system as a part of digital transformation to keep customer data up to date

**Answer: A**

## NEW QUESTION # 60

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