

# 100% Pass 2026 Salesforce AP-207: Energy and Utilities Cloud Accredited Professional Fantastic Questions Exam



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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q20-Q25):

### NEW QUESTION # 20

An energy company is implementing Energy and Utilities Cloud for their contact center and is in the process of importing contact information from the billing system to Salesforce, An administrator has been asked if and how the contact data updated in Salesforce will be reflected back in the billing system.

What two options can be presented back as potential solution?

Choose 2 answers

- A. The billing system can query Salesforce every night to retrieve changes made to contacts.
- B. Salesforce will be the system of record for contacts and it doesn't need to update the billing system in the future.

- C. Salesforce can send the updated information to the billing system in real-time or batch if it's required,
- D. Salesforce Export Wizard will automatically create a csv of contact information to be imported to the billing system.

**Answer: A,C**

#### NEW QUESTION # 21

Having completed discovery and solution design, and as the project team moves into the implementation phase, what should be the first step in the build process?

- A. Select the Energy and Utilities Cloud applications that best meet the company's needs
- B. Start evaluating products and offerings from as many third-party suppliers as possible.
- C. Immediately start building the solution in their favorite technology.
- D. install Salesforce Service Cloud and start building custom objects and APEX classes.

**Answer: A**

Explanation:

As the project team transitions from the discovery and solution design phase to implementation, the first step in the build process should be selecting the Energy and Utilities Cloud applications that best align with the company's specific needs. This step ensures that the foundation of the project is based on applications that directly address the identified business requirements and goals, enabling a more targeted and effective implementation strategy. Starting with a clear selection of the appropriate Energy and Utilities Cloud applications allows for focused development efforts and maximizes the efficiency of the project team. Reference = Salesforce Energy and Utilities Cloud documentation outlines the importance of selecting the right applications as a critical initial step in the implementation process. This approach is supported by best practices in project management and implementation strategies for Salesforce solutions: <https://www.salesforce.com/products/industries/energy-and-utilities/overview/>

#### NEW QUESTION # 22

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

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

**Answer: A**

#### NEW QUESTION # 23

An energy company provides electricity to business customers. There are several cost components for electricity. How would a consultant model these cost components in Energy and Utilities Cloud?

- A. Create custom fields on the line item object for each cost component.
- B. Create child products for each cost component.
- C. Create different pricing elements for each cost component.
- D. Create one child product for all cost components.

**Answer: C**

#### NEW QUESTION # 24

An energy company is implementing Energy and Utilities Cloud for its service center agents. Which two of the following business processes should be part of their test scenarios?  
Choose 2 answers

- A. Manage changes to contract clauses.
- B. Create a multi-site quote.
- C. Manage a customer moving out.
- D. Set up a payment arrangement.



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