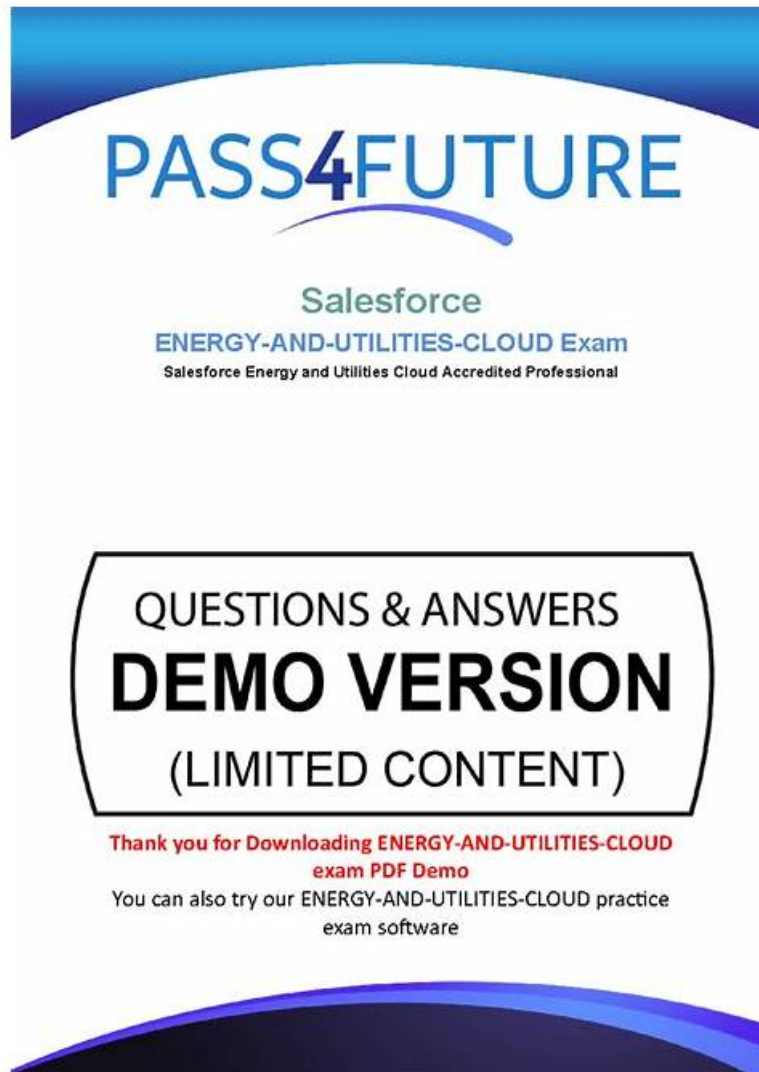


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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q72-Q77):

NEW QUESTION # 72

The project team wants to use the Customer Acquisition Management application to set up and automate the customer enrollment and selling of utility products, services and offers to new customers. A concern is raised about the final UI layout, which needs to be adapted to the branding of the company.

What two processes can modify the look and feel of the application?

- A. Modify the VEEConsumerLandingScreen FlexCard to change the background color, text font size, and style.
- B. Modify the VEEDigitalOrder Omniscrypt to adapt the look and feel to suit the company's requirements
- C. Modify the application Page Layout to change/add/remove selected elements
- D. Modify the VEELogoCard FlexCard to change the customer logo.

Answer: A,B

Explanation:

In the Salesforce Energy and Utilities Cloud, customizing the UI to align with company branding during the customer acquisition process is crucial for maintaining a consistent user experience. Modifying the VEEDigitalOrder Omniscrypt allows for detailed customization of the customer journey and interaction points within the application, aligning it with the company's branding requirements. Additionally, altering the VEEConsumerLandingScreen FlexCard provides the capability to adjust visual elements such as background color, text font size, and style directly, ensuring the interface reflects the company's visual identity effectively.

Reference = These customization processes are supported by Salesforce Energy and Utilities Cloud documentation, specifically in sections related to Omniscrypt and FlexCard configurations for enhancing user interfaces in utility applications. https://developer.salesforce.com/docs/atlas.en-us.omniscrypt_developer_guide/meta/omniscrypt_developer_guide/omniscrypt

NEW QUESTION # 73

An energy customer has purchased a new home and needs to transfer their service.

Which object needs a new record created to track service at the new location?

- A. An account record with record type Billing
- B. An account record with record type Service
- C. An account record with record type Service Aggregator
- D. An account record with record type Consumer

Answer: B

NEW QUESTION # 74

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 child products for each cost component.
- B. Create custom fields on the line item object 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 # 75

An energy company is launching a new subscription service in the B2B market that offers an energy consumption consultancy to help

customers pay less on their bills. This product will be charged USD \$60 monthly.
Which two pricing metadata are needed when defining this price with Industries CPQ?

- A. A Price Book Entry, with amount as \$60. currency as USD and charge type as Recurring
- **B. A Pricing Plan Entry, with type as Price and charge type as Recurring**
- C. A Pricing Variable, with type as Price and charge type as Recurring
- **D. A Price List Entry, with amount as \$60. currency as USD and charge type as Recurring**

Answer: B,D

Explanation:

When defining the pricing for a new subscription service with Industries CPQ, it's essential to create a Price List Entry that specifies the price, currency, and charge type. For a subscription service priced at USD \$60 monthly, the Price List Entry should have an amount set to \$60, the currency specified as USD, and the charge type categorized as Recurring. This approach ensures that the pricing metadata accurately reflects the subscription nature of the service, facilitating correct billing and revenue recognition. Reference = Salesforce Industries CPQ documentation provides detailed guidelines on setting up pricing for various types of products and services, including recurring subscription services. This includes creating and managing Price List Entries to define pricing terms: https://help.salesforce.com/articleView?id=cpq_create_price_list.htm&type=5

NEW QUESTION # 76

A customer is ready to migrate and deploy large volumes of configuration components as part of production deployment.
Which two tools support this deployment?

Choose 2 answers

- **A. Velocity Build Tool**
- B. Velocity Installation Assistant
- C. Big Objects Manager
- **D. IDX Workbench**

Answer: A,D

NEW QUESTION # 77

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