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## Salesforce Communications Cloud Accredited Professional Sample Questions (Q76-Q81):

### NEW QUESTION # 76

ABC cloud is a communication service provider that uses communication cloud for their B2B market, ABC cloud customer frequently subscribe to the same set of products for different service location. Today ABC cloud sales representatives, have configured several identical quotes for each service location for the customer to sign. ABC cloud would like to accelerate its sale cycle with faster lead to cash journey. What solution can consultant propose for ABC cloud to have a faster lead to cash journey.

- A. Use multisite CPQ cart capability to capture multiple quotes and configure order split functionality using Integration Procedure
- B. Use multisite CPQ cart capability to capture multiple quotes and utilize Out of the box (OOTB) support for order management.
- C. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Utilize out of the box order split functionality to submit individual products to order management
- D. Use the LWC CPQ cart to capture all products for all affiliates in the same cart for better visibility. Enable the industries Order Management bulk order handling custom setting to support bulk order decomposition and orchestration

**Answer: B**

### NEW QUESTION # 77

Acme technology is an internet service provider that has 20 distinct download and 10 upload speeds, unique billing code must be sent to billing system during fulfillment.

Which two actions should a consultant recommend for modeling the technical product catalog and decomposition relationship?

- A. Create a single CFS specifications and map the upload and download speeds. Retrieve the fulfillment details from the calculation matrix using a custom auto task
- B. Create Multiple CFS specification where the billing code attribute is defined. Use attribute based decomposition relationship to map the various upload/download speeds to the billing code attribute
- C. Create a single CFS specifications and map the upload and download speeds. Retrieve the fulfillment details from the calculation matrix market using the integration procedure invoked by an auto task
- D. Create a technical product catalog which maps 1:1 to the billing model. Use the out of the box tool to create product and generate billing code. Use unconditional decomposition relationships to select the correct technical product

**Answer: A,B**

### NEW QUESTION # 78

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. Use Enterprise Sales Management Quote Negotiation Process to capture Multi-site quote by uploading the site list and configuring the offers for the sites.
- B. 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.
- C. Use Communication Cloud CPQ multisite Quote Capture to upload a site list and configure offers for the sites
- D. 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

**Answer: D**

### NEW QUESTION # 79

An ABC telecom customer ordered an internet bundle along with router in their first order. At later date, the customer ordered another internet bundle. Their existing router supports all services. What should be the scope of technical product so that the decomposition process generates fulfillment request lines (FRL) based on the exiting inventory item?

- A. Account Scope
- B. Downstream Order Item Scope
- C. Top Order Item Scope
- D. Order Item Scope

**Answer: A**

### NEW QUESTION # 80

A company uses as in-house legacy order management system for order fulfillment and inventory management. The order fulfillment support team complains that the items that makes callouts to the inventory management system get stuck and fail for days and manual intervention is required. The company has decided to move the industries Order management (OM) system. How would industries OM Fallout Management reduce this issue for the company.

- A. By automatically queuing the fulfillment request to retry according to fallout analysis report.
- B. By automatically balancing order processing tasks across multiple orchestration queues
- C. By automatically queuing the fulfillment request to retry according to predefined retry policy.
- D. By automatically balancing order processing tasks across multiple orchestration items

**Answer: C**

## NEW QUESTION # 81

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