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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74

An implementation team has requested an org containing the Energy and Utilities Cloud Large Account Sales Management application. After working with the app, they determine that they need the functionality of the homepage for agents and team leaders.

How does the team get the required components into their development environment?

- A. The team should request the Energy and Utilities Cloud engineering team to deploy the necessary components into the project development environment.
- B. The team needs to copy and paste the required components from their trial environment into their development environment.
- C. The team should take a look at the application code, and then go and re-type the code into their development environment.
- **D. The team should follow the documentation and migrate the required components into the* development environment.**

Answer: D

Explanation:

When the implementation team requires specific components from the Energy and Utilities Cloud Large Account Sales Management application in their development environment, the recommended approach is to follow the Salesforce documentation on migrating components. This process involves identifying the necessary components and utilizing Salesforce's deployment tools (such as change sets or the Salesforce CLI) to move them from one environment to another. This method ensures a controlled and systematic approach to customization and development, aligning with Salesforce's best practices for environment management and application development. Reference = Salesforce documentation provides extensive guides on environment management and the migration of components between environments. This includes using deployment tools and following best practices to ensure seamless and efficient development processes: https://developer.salesforce.com/docs/atlas.en-us.dev_lifecycle.meta/dev_lifecycle/

NEW QUESTION # 75

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

Answer: A,C

NEW QUESTION # 76

What can an administrator use to go through the post-installation steps before the Energy and Utilities Cloud solution can be used?

- A. The Energy and Utilities Cloud online documentation outlines a series of Apex queries to run that will automate the post-installation steps.
- **B. The Velocity Installation Assistant guides users through all the steps required to complete installation.**
- C. Salesforce support will perform all steps required when the Energy and Utilities Cloud package is installed or upgraded.
- D. The solution is ready to be used without any post-installation steps.

Answer: B

NEW QUESTION # 77

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. Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available.
- **C. Use the external pricing feature to send and receive pricing requests from an external pricing engine.**
- D. Duplicate the third-party pricing application prices into the Salesforce Price list.

Answer: C

NEW QUESTION # 78

A consultant is facilitating their first requirements gathering session with an energy company in the initial stages of an Energy and Utilities Cloud project and is trying to get clarity on business requirements. The decision will impact numerous contractor organizations that employ the technicians, so the solution should ensure work is distributed fairly and consistently. Which two approaches can the consultant take to achieve a consensus while building trust?

- A. Ask probing questions to understand and document the needs of all stakeholders.
- B. Focus primarily on the contractor organization's concerns.
- C. Demonstrate expertise right away to achieve the fastest stakeholder agreement
- D. Propose compromises between stakeholders that could result in collective positive outcomes.

Answer: A,D

Explanation:

In the context of facilitating a requirements gathering session for an Energy and Utilities Cloud project with multiple stakeholders, the consultant should aim to build consensus and trust by proposing compromises that could lead to collective positive outcomes and by asking probing questions to understand and document the needs of all stakeholders. This approach ensures that the consultant acknowledges and addresses the concerns and requirements of each party involved, promoting a collaborative environment where solutions are developed with the collective best interest in mind. Reference = The Salesforce Energy and Utilities Cloud documentation on stakeholder engagement and requirements gathering emphasizes the importance of understanding stakeholder needs and finding common ground through effective communication strategies:

<https://www.salesforce.com/products/industries/energy-and-utilities/resources/>

NEW QUESTION # 79

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