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Jeder hat eine Utopie in seinem Herzen. Manchmal macht dieser unzuerfüllende Traum uns traurig. In der Wirklichkeit ist es doch nicht zu erfüllen. Solange Sie geeignete Maßnahmen treffen, ist alles möglich. Sie können doch die Salesforce AP-207 Zertifizierungsprüfung bestehen. Warum? Weil Sie die Fragenkataloge von ZertSoft haben. Die Fragenpool zur Salesforce AP-207 Prüfung von ZertSoft sind die besten Fragenpool. Sie sind wegen ihrer hohen Erfolgsquote und Effizienz ganz berühmt. Zugleich können Sie auch viel Kraft ersparen. Mit ZertSoft können Sie die Prüfung ganz einfach bestehen und Ihren Traum verwirklichen. Sie werden mehr Selbstbewusstsein haben, was zum Erfolg führt.

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Salesforce Energy and Utilities Cloud Accredited Professional AP-207 Prüfungsfragen mit Lösungen (Q67-Q72):

67. Frage

A company's energy and utilities org uses Permission Set Licenses What are the two methods to control users access to features and functionality?

- A. Permission Set Groups
- B. Permission Sets
- C. Sharing Settings
- D. Managed Package Licenses

Antwort: A,B

Begründung:

In Salesforce Energy and Utilities Cloud, as well as across the Salesforce platform, controlling user access to features and functionality can be effectively managed using Permission Sets and Permission Set Groups.

Permission Sets are collections of settings and permissions that grant access to various tools and functions within Salesforce. They can be used to extend users' access rights without altering their primary profile.

Permission Set Groups are a way to organize Permission Sets, making it easier to assign and manage access for users. They allow administrators to bundle multiple Permission Sets into a single assignment, streamlining the process of granting necessary permissions to users. These tools are essential for tailoring access controls to meet the specific needs of an organization and ensuring that users have the appropriate level of access to perform their roles. Reference = Salesforce documentation provides detailed information on managing user access with Permission Sets and Permission Set Groups, emphasizing their importance in configuring secure and functional access controls within the Salesforce platform: https://help.salesforce.com/articleView?id=perm_sets_overview.htm&type=5

[id=perm_sets_overview.htm&type=5](https://help.salesforce.com/articleView?id=perm_sets_overview.htm&type=5)

68. Frage

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

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

Antwort: C

69. Frage

An energy company needs to migrate its legacy data to Energy and Utilities Cloud. What's the recommended first step to ensure a proper migration process?

- A. Assess the data in the legacy system to determine what needs to be migrated and what can be left behind
- B. Clean, transform, and format the source data to meet the requirements of the Energy and Utilities Cloud Data Model
- C. Establish a testing and validation process to ensure that the data is accurate and complete
- D. Migrate the data using one of the available tools, such as the Salesforce Data Loader or third party data migration tools.

Antwort: A

Begründung:

Before embarking on a data migration project to Salesforce Energy and Utilities Cloud, it is crucial to assess the data within the legacy systems. This step involves analyzing the existing data to determine its relevance, accuracy, and completeness, deciding which data sets are essential for migration, and identifying any data that may be outdated or irrelevant and can thus be omitted from the migration process. This assessment ensures a focused and efficient migration process, reducing the risk of data clutter and ensuring

that only valuable data is transferred to the new system. Reference = Salesforce provides comprehensive guidelines on best practices for data migration, including the importance of data assessment as the initial step in the migration process. These practices are documented in Salesforce's data migration resources: https://developer.salesforce.com/docs/atlas.en-us.dat.meta/dat/data_import_what_you_need_to_know.htm

70. Frage

An energy company is looking to track relationships with their electricity and gas business-to-consumer (B2C) subscribers and differentiate them from their business-to-business (B2B) corporate accounts.

Which two functionalities should the energy and utilities consultant use for the customer data model?

- A. Enable Person Accounts to model consumers.
- B. Use the Account Contact Relation object
- C. Use Contacts just for B2B scenarios.
- D. Use the Consumer Account record type

Antwort: A,D

Begründung:

To track relationships with electricity and gas B2C subscribers and differentiate them from B2B corporate accounts effectively, consultants should utilize two specific functionalities within Salesforce Energy and Utilities Cloud. The first is enabling Person Accounts to model consumers. Person Accounts are ideal for B2C scenarios because they allow for the representation of individual consumers in a manner that's separate from the more complex B2B corporate accounts, which are typically modeled using standard Account records. Secondly, using the Consumer Account record type can further differentiate between these two distinct types of customers. This functionality allows for the customization of fields, page layouts, and processes specific to the consumer sector, facilitating more targeted management and engagement strategies.

Reference = The Salesforce Energy and Utilities Cloud documentation offers guidance on configuring the customer data model to support diverse customer types, including B2B and B2C. Specific sections on Account and Contact Management provide insights into the use of Person Accounts and record types for segmenting and managing customer relationships effectively.

71. Frage

An energy utility company is implementing the Customer Acquisition Management application. The application should support unauthenticated self-serve portal users.

What's the preferred method to configure the application security to meet the requirement?

- A. The Customer Acquisition Management application cannot support unauthenticated self-serve portal users
- B. A consultant should assign an EnergyRuntimeSales sample permission set to the Guest User profile and an EnergyRuntimeSalesCustomerCommunityUser sample permission set to customer community users.
- C. A consultant should create new permission sets to grant appropriate access to all required objects.
- D. A consultant should assign an EnergyRuntimeB2CSales sample permission set to the Guest User profile and an EnergyRuntimeB2CSalesCustomerCommunityUser sample permission set to customer community users.

Antwort: D

Begründung:

For the Customer Acquisition Management application to support unauthenticated self-serve portal users, the correct configuration of permission sets is crucial. The EnergyRuntimeB2CSales sample permission set designed for Guest User profiles enables unauthenticated users to interact with necessary parts of the application without compromising security or functionality. Additionally, the EnergyRuntimeB2CSalesCustomerCommunityUser permission set provides authenticated community users with appropriate access rights, ensuring a seamless user experience across both authenticated and unauthenticated scenarios.

Reference = The setup and configuration of these permission sets are discussed in the Salesforce Energy and Utilities Cloud security and user management documentation, ensuring applications like Customer Acquisition Management are accessible yet secure.

72. Frage

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Wir sollen im Leben nicht immer etwas von anderen fordern, wir sollen hingegen so denken, was ich für andere tun kann. In der Arbeit können Sie große Gewinne für den Boss bringen, legt der Boss natürlich großen Wert auf Ihre Position sowie Gehalt. Wenn

