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>> Exam AP-203 Introduction <<

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You will need to pass the Salesforce AP-203 exam to achieve the Communications Cloud Accredited Professional (AP-203) certification. Due to extremely high competition, passing the Communications Cloud Accredited Professional (AP-203) exam is not easy; however, possible. You can use TestPDF products to pass the Communications Cloud Accredited Professional (AP-203) exam on the first attempt. The Communications Cloud Accredited Professional (AP-203) practice exam gives you confidence and helps you understand the criteria of the testing authority and pass the Communications Cloud Accredited Professional (AP-203) exam on the first attempt.

## Salesforce Communications Cloud Accredited Professional Sample Questions (Q72-Q77):

### NEW QUESTION # 72

Universal Connect (UC) offers a router to its customer which is included as part of the business internet offer. However, the router

has no commercial significance to the selling process. UC is currently using industries Order Management (OM). How should a consultant model with respect to the business internet offer?

- A. Model the router as a default child product of business internet offer but hide it from the quote document before sending it to the customer for review
- **B. Model the router technical product and decompose it from the business internet offer.**
- C. Model the router as an attribute of the business internet offer with a default value of 'included'
- D. Model the router as separate standalone offer and add the router once the business internet offer is added via an auto add rule

**Answer: B**

#### NEW QUESTION # 73

During the discovery phase a consultant learns that provisioning the internet service requires multiple steps of integration. The first step returns as identifier that is required for the second steps, but is meaningless in ensuring steps afterwards. How should the consultant implement this requirement in Order Management with the least amount of configurations?

- A. Implement the integration using an integration procedure, which can make both callouts, and pass identifier as a variable from one step to another
- B. Implement the multiple call logic in Enterprise service Bus and have a single callout to the ESB in orchestration
- C. Create a Callout that uses a customer adaptor. This adaptor is implemented in Apex and can make both callouts and keep the identifier in memory in between callouts
- **D. Model a non- assetizable attribute on the technical product to hold the identifiers configure both orchestration items for provisioning on the same swimlane**

**Answer: D**

#### NEW QUESTION # 74

Universal Connect (UC) offers only internet service. However, they plan on extending their offering to include TV services for the existing customers. Fulfillment of Internet and TV orders will only require customers to activate one access line. Consultant plans on mapping Internet and TV products to the same technical product for the access line using decomposition, but there is a common attribute called "Installation Type" on the internet and TV offer. What will be the consultant see as a result if the consumer order internet and TV together?

- A. No error will be returned the "installation type" will be copied as empty/null after decomposition on the technical product
- B. An error at runtime no value will be assigned to the attribute "installation Type" on the technical product
- **C. No errors will be returned the value for 'Installation type' on the technical product will be set to most recently modified attribute.**
- D. An error at design time, an error will be returned while configuring the decomposition relationship because of the duplicate attributes

**Answer: C**

#### NEW QUESTION # 75

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

**Answer: A**

### NEW QUESTION # 76

A B2B Communication company is using industries CPQ solution and need to implement attribute- based pricing for its offerings. The company wants to display the total amount or monthly recurring charge of the product as well as sales tax imposed on that product depending on the zip code of the service account as total price in the cpq cart. How shall the consultant achieve this while minimizing the impact to performance?

- A. Add a pricing plan step with a custom Apex class to calculate the tax using the price calculation matrix
- B. Configure the tax rate in the price plan and it will be added automatically when added to the cart.
- C. Add the delivery zip code customer field as a header in the pricing calculation matrix
- D. Write a custom hook class to include the logic to calculate tax and add to the total price using a price calculation matrix

**Answer: C**

Explanation:

If requirement is to have static calculation, then use Hook implementation If requirement is to have dynamic calculation based on custom fields then use ATB mechanism along with changes in hook to pass custom fields into ATB input map. In this case there is no need to have custom calculations.

### NEW QUESTION # 77

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