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Salesforce Communications Cloud Accredited Professional Sample Questions (Q32-Q37):

NEW QUESTION # 32

ABC telecom is a large telecommunication operates with 75 million assets across its customer and business customers. The company cloud to take advantage of customer 360 capabilities. There are slight operational differences between the various regions where it sells services, some regions may have different readiness timelines. Which migration strategies should be opt?

- A. Coordinate migration readiness across regions and execute migration all at once to ensure consistency

- B. Do not migrate legacy assets and leverage external objects within salesforce to access them
- C. Migrate assets in chunks, portioning by geographical region and account type and then prioritize high value business accounts.
- **D. Migrate Assets in chunks, portioning by geographical region and account type and then prioritize the migration based on regional timelines.**

Answer: D

NEW QUESTION # 33

Universal containers (UC) is implementing communication cloud. One of the KPIs for their digital transformation is to reduce time to market for new product and products changes since it is currently takes three-month end to end to launch new product. Which two actions will help measure product time to market in communication cloud?

- A. Create a salesforce Report on the Product object to track the product time to market
- **B. Create salesforce report on EPC project object to track the product time to market.**
- C. Leverage the EPC functionality to track the product related configuration.
- D. Create a Product Time to market app from template in CRM analytics to track the product time to market

Answer: B

NEW QUESTION # 34

Universal containers (UC) is a communication service provider using communication cloud. UC gathered the following from their sales agent about their current legacy system quoting and order capture flows

- * They often need to refer back to their documents for routine customer requests
- * They are able to handle the majority of customer request themselves despite of current challenges
- * Routine customer requests require many clicks and they want the new system to focus user experience.

One of the common MACD transactions is to increase the quality of the assets What approach should a consultant recommend for designing the quoting and order capture flow in communication cloud to alleviate the agents' feedback while minimizing implementation efforts?

- A. Build a custom CPQ Cart using FlexCards and LWC to align to the legacy systems UI
- B. Leverage omni scripts for all used cases to minimize the training efforts for the sales agents.
- C. Leverage the CPQ cart for all cases minimize the implementation effort
- **D. Leverage guided selling OmniScripts for common use cases and the CPQ cart for other use cases.**

Answer: D

NEW QUESTION # 35

Universal Connect (UC) sells several mobile devices to its customer. UC has several attribute like color, storage and screen size that are common across mobile devices. UC is looking for recommendation around efficiency them using SFI product catalog. How should consultant model the product catalog for UC?

- **A. Create 'Mobile offer Spec Type' with base attribute as parent object type and associate mobile device offers with object type and add additional attributes**
- B. Create 'base offer Spec Type' object type with all attribute and associate mobile device offer with this object type
- C. Create 'Mobile Offer Spec Type' object with common attribute and set the parent object type as 'Base offer Spec Type'. Then associate mobile device offers with 'Base Offer Spec Type' Object Type.
- D. Create 'Mobile Offer Spec Type' object with common attribute and set the parent object type as 'Base offer Spec Type'. Then associate mobile device offers with 'Mobile Offer Spec Type' Object Type.

Answer: A

Explanation:

Base offer Spec Type should not have object sub type as best practice

NEW QUESTION # 36

Universal containers want to include Product A every time they sell the bundle B.

Users can opt out this product if they want but cannot take a quantity of more than 1 per bundle. How should a consultant configure the product in the system?

- A. Add an Auto Add rule to include product A with bundle B
- B. Configure the cardinality Min as 1, Max 1 and default as 1
- **C. Configure the cardinality Min as 0, Max 1 and default as 1.**
- D. Add a Recommendation rule for Product A when bundle B is added

Answer: C

NEW QUESTION # 37

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