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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q61-Q66):

### NEW QUESTION # 61

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. Set up a payment arrangement.
- C. Create a multi-site quote.
- D. Manage changes to contract clauses.

Answer: A,B

### NEW QUESTION # 62

An energy company offers multiple products to its industrial and commercial customers. They need to create a quote for a customer for multiple sites.

How would a consultant meet this business requirement?

- A. Create a multi-site quote, add members to the quote, and add products for each site
- B. Create a Master quote, create group(s). add the quote group members, add products, and apply to the group.
- C. Create an opportunity, add products to it. then submit it to the MultiAppHandler class
- D. Create quotes for each individual site and add products, then run multi-site batch jobs.

Answer: B

Explanation:

For a consultant to meet the business requirement of creating a quote for a customer with multiple sites, the most efficient approach within Salesforce Energy and Utilities Cloud is to create a Master quote and then organize the products and services by site using groups within the quote. This method allows the consultant to manage the complexities of multi-site quotes systematically, ensuring that each site's specific needs are addressed within a single, overarching quote structure, thereby streamlining the quoting process for complex customer scenarios. Reference = Salesforce documentation on CPQ and quoting best practices outlines the process of creating Master quotes and utilizing groups to manage complex quoting scenarios, such as quotes for customers with multiple sites: [https://help.salesforce.com/articleView?id=cpq\\_quotes.htm&type=5](https://help.salesforce.com/articleView?id=cpq_quotes.htm&type=5)

### NEW QUESTION # 63

An energy company is implementing Energy and Utilities Cloud for their contact center and is in the process of importing contact information from the billing system to Salesforce, An administrator has been asked if and how the contact data updated in Salesforce will be reflected back in the billing system.

What two options can be presented back as potential solution?

Choose 2 answers

- A. Salesforce can send the updated information to the billing system in real-time or batch if it's required,
- B. Salesforce Export Wizard will automatically create a csv of contact information to be imported to the billing system.
- C. The billing system can query Salesforce every night to retrieve changes made to contacts.
- D. Salesforce will be the system of record for contacts and it doesn't need to update the billing system in the future.

Answer: A,C

### NEW QUESTION # 64

An administrator for an energy company recently built a new FlexCard that shows whether a customer is enrolled in autopay. How can the administrator put the new FlexCard in the Energy and Utilities Cloud Contact Center Console?

- A. Create a VisualForce Page wrapper for the FlexCard and add it onto the page.
- **B. Edit the Lightning Record or App Builder and place the FlexCard LIC onto the page.**
- C. Create a Lightning Web Component wrapper for the FlexCard and add it onto the page.
- D. Open the object's page layout and add the FlexCard LWC ante the layout.

**Answer: B**

#### **NEW QUESTION # 65**

A multinational energy company distributes energy to several countries with different tariffs. For their Energy and Utilities Cloud implementation, they want to allow each country only to have access to its respective price. How can this be done with Industries CPQ?

- A. One Price Book should be configured for each country, and Context Rules need to be configured to make the Price Book eligible only for its respective country.
- **B. One Price List should be configured for each country, and Context Rules need to be configured to make the Price List eligible only for its respective country.**
- C. One Price List should be configured for each country, and Advanced Rules need to be configured to make the Price List eligible only for its respective country.
- D. One Price Book should be configured for each country, and Advanced Rules need to be configured to make the Price Book eligible only for its respective country.

**Answer: B**

#### **NEW QUESTION # 66**

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