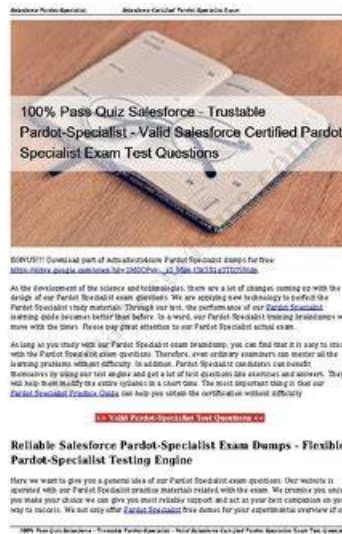


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Salesforce AP-203 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Planning and Design	60%	- Solution Architecture 1. Implement Digital Commerce, Sales Cloud, and Salesforce Platform solutions. 2. Integrate Contract Lifecycle Management (CLM) and Document Generation. 3. Design solutions leveraging OmniStudio, Industries CPQ (EPC), and Industries Order Management. - Product Catalog Design 1. Given processes/requirements, use architectural guidelines and best practices to rationalize, model, and design a scalable product catalog. 2. Given a delivery/implementation scenario, describe the appropriate decomposition scenarios for commercial products.
Topic 2: Delivery	16%	- Implementation 1. Support implementation teams and ensure successful project delivery. 2. Advise customers on best practices, solution architecture, and success metrics. - Validation 1. Verify solution meets business requirements and KPIs.

Topic 3: Discovery	24%	- Requirements Analysis 1. Given the current and expected volumes of data, document and understand platform constraints and the impact on Communications Cloud. 2. Given a list of a customer's vision and goals, choose the appropriate products to use within Salesforce Communications Cloud. 3. Given a customer scenario, map and document the business process, personas, and requirements. 4. Map current business processes, personas, and requirements, to native Communications Cloud functionality and off-platform solutions. - Architecture Assessment 1. Given a description of a customer's IT ecosystem, use architectural guiding principles to assess the current architecture. 2. Given a customer's business pain points, objectives, and budget, determine the KPIs that deliver a transformational implementation outcome.
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Salesforce Communications Cloud Accredited Professional Sample Questions (Q53-Q58):

NEW QUESTION # 53

A developer has modified the EPC price amount of one mobile device using the product designer from communication cloud. After the price have been changed the developer wants to check the previous EPC price amount to track pricing matrices and get some forecast matrices. How can developer check the previous price amount on the mobile device?

- A. Creating a new customer field on price list Entry and populating it with the trigger that was created before changing the price
- **B. Use EPC project feature checking the changes done for the defaulted project after having enable the feature**
- C. Use the versioning feature and comparing the prices for the version product after having enabled the feature
- D. Use price list history checking the changes done after having enabled the track field history on the Price list entry object

Answer: B

NEW QUESTION # 54

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 the CPQ cart for all cases minimize the implementation effort
- C. Leverage omni scripts for all used cases to minimize the training efforts for the sales agents.

- D. Leverage guided selling OmniScripts for common use cases and the CPQ cart for other use cases.

Answer: D

NEW QUESTION # 55

An ABC telecom customer requested a change to their existing services which resulted in new set of assets. At later date customer changed from device based to an installment based contract. After few year customer then requested to change their telephone number. Which object of communication data model should a consultant use to manage the life cycle of assets over a time?

- A. Service Entitlement
- B. Contract Line Item
- C. Subscription
- D. Service Account

Answer: C

NEW QUESTION # 56

UC uses communication cloud but their legacy system has a large products module on a per stock keeping Unit (SKU) basis. UC wants to rationalize their product catalog What are the three options should consultant configure to meet this requirement

- A. Fields
- B. Pricing plan
- C. Calculation Matrix
- D. Attribute
- E. Price lists

Answer: A,C,D

NEW QUESTION # 57

United Telecom (UT) has a high-level of customization in their exiting cultural landscape, which results in higher cost on maintenance and development. They have chosen communication cloud with an expectation that they will be able to drive down the operational cost.

What are the two option to achieve the expectation?

- A. Harmonize their business plan to reduce the complexity
- B. Handle the complex business processes manually outside the IT landscape.
- C. Access the entire architecture to identify application that can be decommission.
- D. Assess the entire architecture and identify ways to replicate the legacy system in Communication Cloud.

Answer: A,C

NEW QUESTION # 58

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