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Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q18-Q23):

NEW QUESTION # 18

A utility company has seen a high number of calls from customers expressing their inability to pay an outstanding amount. The utility company would like to provide its customers with an option to pay in installments.

How can the utility company best meet these requests using Energy and Utilities Cloud?

- A. Work with an external debt collection agency to ensure customers pay their outstanding amount.
- **B. Use the Create Payment Plan action in the Contact Center Console.**
- C. Consolidate product catalogs and price books and establish an automated process across the entire revenue lifecycle.
- D. Use Revenue Cloud to easily accelerate cash collection with and support any charge type, sales order, or payment schedule.

Answer: B

NEW QUESTION # 19

An energy company wants to sell additional commodity products related to services other than electricity and gas. Which three enhancements need to be considered?

- A. Extend the entries of record types on account object.
- B. Extend the value list on the service type picklist for service points
- C. Extend the entries of record types on inventory item object.
- D. Extend the value list on the product family picklist for product object.
- E. Extend the value list on the status picklist for cases

Answer: B,C,D

Explanation:

When an energy company wants to sell additional commodity products related to services beyond electricity and gas, it needs to consider enhancing the Salesforce Energy and Utilities Cloud by: B. Extending the value list on the product family picklist for the product object to accommodate new product types. C. Extending the value list on the service type picklist for service points to include new services. E. Extending the entries of record types on the inventory item object to manage additional products in inventory.

These enhancements ensure the system accurately reflects the company's expanded offerings, enabling effective management and sales of a broader range of services and products. Reference = The Salesforce Energy and Utilities Cloud data model documentation and customization guides provide information on extending picklists and record types to accommodate new products and services, allowing companies to tailor the platform to their evolving business needs:

https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/

NEW QUESTION # 20

An energy company is implementing the CPQ module of Energy and Utilities Cloud. The consultant set up the Advanced Rule on the Order with the Entity Filter type "Qualification." The filter selects the accounts with the condition CreatedDate < 365 days. Which scenario should be executed during the testing phase?

- A. Test the order creation: Order can't be created for the account older than 365 days.
- B. Test the account creation: Accounts younger than 365 days won't be qualified for creation.
- C. Test the product eligibility: The product will not be not available for accounts older that 365 days
- D. Test the account creation: Accounts older than 365 days will not be qualified for creation.

Answer: A

NEW QUESTION # 21

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

Answer: D

NEW QUESTION # 22

Which two considerations are important for defining the pattern for commodity multi-site external pricing integration for the purposes of quoting? Choose 2 answers

- A. Consider which stack the pricing and forecasting engine runs on (such as AWS, Heroku, or OPC).
- B. Consider how the pricing engine notifies you when the custom pricing and forecasting is complete.
- C. Consider if the pricing engine operates synchronously or asynchronously.
- D. Consider the algorithms used by the pricing and forecasting system to calculate the price.

Answer: C,D

NEW QUESTION # 23

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