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Salesforce Energy-and-Utilities-Cloud Exam Syllabus Topics:

Topic	Details
Topic 1	Test and Deploy Energy and Utilities Cloud Applications and Solutions: This topic evaluates the capacity of Energy and Utilities Cloud professionals to outline and execute a deployment plan that integrates Salesforce core and Vlocity components. Mastery includes validating processes, enabling user testing, and managing UAT milestones.
Topic 2	Implementation: The topic assesses the ability to configure Energy and Utilities Cloud to meet business models, manage licenses, set up order capture, and enable post-sales processes. It also measures proficiency in executing data migration, integrating third-party systems, and deploying relevant components.

Topic 3	• Solution Design: Solution design evaluates expertise in mapping Energy and Utilities Cloud components to current architectures and crafting future state designs that fulfill business and data model requirements. Energy and Utilities Cloud professionals must demonstrate the ability to define architecture, processes, and security considerations while leveraging deployment tools.
Topic 4	• Discovery: Mastering discovery ensures proficiency of Energy and Utilities Cloud professionals in understanding and documenting customer needs, aligning stakeholder requirements, and analyzing current business processes for Energy and Utilities Cloud solutions. This foundational topic measures the ability to identify gaps in processes and architecture compared to standard product capabilities.

Salesforce Energy and Utilities Cloud Accredited Professional Exam Sample Questions (Q27-Q32):

NEW QUESTION # 27

A consultant is facilitating their first requirements gathering session with an energy company in the initial stages of an Energy and Utilities Cloud project and is trying to get clarity on business requirements. The decision will impact numerous contractor organizations that employ the technicians, so the solution should ensure work is distributed fairly and consistently.

Which two approaches can the consultant take to achieve a consensus while building trust?

- A. Focus primarily on the contractor organization's concerns.
- **B. Propose compromises between stakeholders that could result in collective positive outcomes.**
- **C. Ask probing questions to understand and document the needs of all stakeholders.**
- D. Demonstrate expertise right away to achieve the fastest stakeholder agreement

Answer: B,C

Explanation:

In the context of facilitating a requirements gathering session for an Energy and Utilities Cloud project with multiple stakeholders, the consultant should aim to build consensus and trust by proposing compromises that could lead to collective positive outcomes and by asking probing questions to understand and document the needs of all stakeholders. This approach ensures that the consultant acknowledges and addresses the concerns and requirements of each party involved, promoting a collaborative environment where solutions are developed with the collective best interest in mind. References= The Salesforce Energy and Utilities Cloud documentation on stakeholder engagement and requirements gathering emphasizes the importance of understanding stakeholder needs and finding common ground through effective communication strategies:<https://www.salesforce.com/products/industries/energy-and-utilities/resources/>

NEW QUESTION # 28

What's an example of a parent and child premise record?

- A. The parent premise is the type of service provided, and the child is the apartment.
- B. The parent premise is the apartment, and the child is the type of service provided.
- **C. The parent premise is the apartment building, and the child is the apartment unit.**
- D. The parent premise is the apartment unit, and the child is the apartment building.

Answer: C

NEW QUESTION # 29

An energy company wants to accurately price quotes for new, small and medium businesses, which two scenarios would require integration to a third-party system?

- A. Some customers existed on a legacy billing system from previous contracts
- **B. Credit ratings are actively used as a pricing input for small and medium business customers**
- **C. Meter technical data is required from the Distributed System Operator (DSO) in order to confirm supply is possible**
- D. The potential customer began their journey using WhatsApp.

Answer: B,C

Explanation:

For accurately pricing quotes for new, small, and medium business customers, integration with third-party systems is necessary in scenarios where meter technical data is required from the Distributed System Operator (DSO) to confirm supply capability (B), and where credit ratings are used as a pricing input (D). Integrating with the DSO's systems ensures accurate supply feasibility assessments, while integrating with credit rating agencies provides the necessary financial risk insights to inform pricing decisions effectively. Reference = Salesforce Energy and Utilities Cloud documentation on pricing and quoting emphasizes the need for accurate data, which may require integration with external systems for meter data and credit assessments. Information on integrating Salesforce with external systems for enhanced quoting accuracy can be found in Salesforce's integration and API documentation: <https://developer.salesforce.com/docs/atlas.en-us.api.meta/api/>

NEW QUESTION # 30

An energy company wants to integrate its current Product Catalog legacy system with its Salesforce org, which uses Industries CPQ. In this API, all products require a Product type, which can be one of four values: Energy, Batteries, Measurement, or Solar Panels. This information must be captured in Salesforce and be easily searchable in the org to be sent to the system.

What is the recommended way to design it in Energy and Utilities Cloud?

- A. A Velocity Picklist can be configured and related to Product object
- B. A picklist attribute can be configured and associated to each product individual

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