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ENERGY AND UTILITIES CLOUD  
ACCREDITED PROFESSIONAL



## EXAM GUIDE

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Exam Content covers up to: [Spring 2023 Release](#)

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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q35-Q40):

### NEW QUESTION # 35

consultant has been tasked with gathering and aligning requirements from a small group of key stakeholders for an Energy and Utilities Cloud implementation.

Which approach would be most effective for eliciting business requirements from the small group of stakeholders?

- A. Conduct a focus group with all stakeholders to present different future-state sales processes and elicit stakeholder opinions.
- B. Create and deliver a questionnaire to each stakeholder to elicit thoughts on the pros and h. of the current-state sales processes.
- C. Conduct a semi-structured requirement gathering session to walk-through current-state sales processes with the stakeholders to align on common requirements.

**Answer: C**

### NEW QUESTION # 36

An energy company provides gas and electricity services to some of its customers, but not all When a new customer moves in, what object is used to determine what type of service is available at the premise?

- A. Service Point
- B. Account
- C. Meter
- D. Asset

**Answer: A**

Explanation:

In Salesforce Energy and Utilities Cloud, the Service Point object is used to determine the type of service available at a premise. This object represents a physical location where utility services are delivered, such as electricity or gas. By associating service points with specific types of utility services, energy companies can effectively manage and track the availability of different services for new and existing customers. This enables precise and efficient service provisioning, ensuring that customers receive the appropriate utility services based on their location and service point characteristics. Reference = The Salesforce Energy and Utilities Cloud documentation provides detailed information on the data model, including the role of the Service Point object in managing utility service delivery and availability: [https://developer.salesforce.com/docs/atlas.en-us.industries\\_energy\\_and\\_utilities.meta/industries\\_energy\\_and\\_utilities/](https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/)

### NEW QUESTION # 37

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 picklist field can be added to the Product2 object
- B. A picklist attribute can be configured and associated to the base object type.
- C. A Velocity Picklist can be configured and related to Produc12 object
- D. A picklist attribute can be configured and associated to each product individual

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