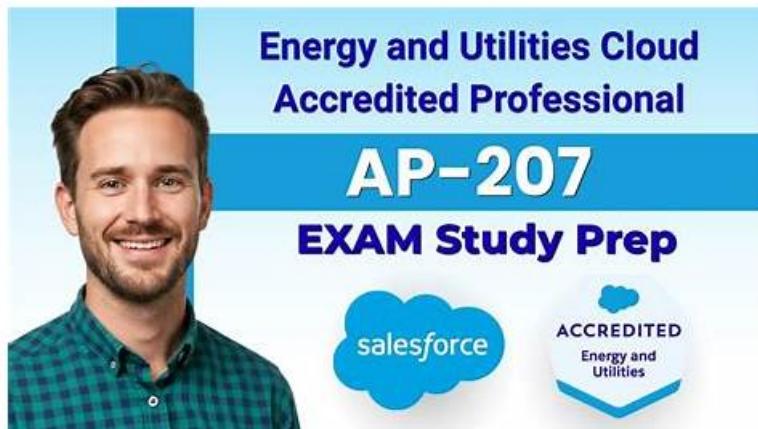


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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q53-Q58):

### NEW QUESTION # 53

How is the Energy and Utilities Cloud solution installed on an org?

- A. Its included as part of core and will be deployed when licenses are purchased
- B. Its installed as a managed package and unmanaged components
- C. A specialized org that Salesforce creates with the solution installed is required
- D. The functionality is unlocked based on the license types assigned to the org

**Answer: B**

**Explanation:**

The Salesforce Energy and Utilities Cloud solution is typically installed in a Salesforce org as a combination of a managed package along with unmanaged components. The managed package includes the core functionalities and objects that are part of the Energy and Utilities Cloud framework, ensuring consistency and support across different orgs. The unmanaged components allow for customization and extension specific to the organization's needs, enabling them to tailor the solution to their unique business

processes and requirements. Reference = The process for installing Salesforce Energy and Utilities Cloud, including the distinction between managed and unmanaged components, is detailed in the Salesforce documentation and the Energy and Utilities Cloud installation guide, available on the Salesforce website or through the Salesforce AppExchange:  
<https://appexchange.salesforce.com/appxListingDetail?listingId=a0N3A00000EcsUWUAZ>

#### NEW QUESTION # 54

A customer has finished development, which includes large volumes of data. They're ready to start UAT for their new Energy and Utilities Cloud implementation.

When should the performance tests be conducted as part of the overall UAT process?

- A. At least 3-4 weeks in advance, so there's sufficient time for the developers to fix bugs if necessary
- B. Performance tests should not be done as part of UAT; it should only focus on functional requirements.
- C. After the go-live, so the performance can be tracked directly in the production environment
- D. Just before the go-live, so the performance test does not alter the overall load on the system

**Answer: A**

#### NEW QUESTION # 55

The key stakeholders at an energy company want to understand the value of adapting the Salesforce Professional Services Methodology for the execution of their transformation program.

Which three definitions should the Energy and Utilities Cloud Consultant use to persuade the project sponsors to adapt the methodology?

Choose 3 answers

- A. The design stage ensures a holistic design aligned with business benefits and establishes key responsibilities, roles, timeframes, and deadlines.
- B. The definition stage is used to allow the program teams to understand what the engagement involves, set the terms of the engagement, and determine how best to move forward.
- C. The discovery stage is used to ensure transparency, clarity, and alignment on the engagement and what it's due to deliver to the business.
- D. The definition stage implies prioritizing the user stories and defining the end-to-end program's road map,

**Answer: A,B,D**

#### NEW QUESTION # 56

An energy company is looking to track relationships with their electricity and gas business-to-consumer (B2C) subscribers and differentiate them from their business-to-business (B2B) corporate accounts.

Which two functionalities should the energy and utilities consultant use for the customer data model?

- A. Use the Account Contact Relation object
- B. Enable Person Accounts to model consumers.
- C. Use Contacts just for B2B scenarios.
- D. Use the Consumer Account record type

**Answer: B,D**

Explanation:

To track relationships with electricity and gas B2C subscribers and differentiate them from B2B corporate accounts effectively, consultants should utilize two specific functionalities within Salesforce Energy and Utilities Cloud. The first is enabling Person Accounts to model consumers. Person Accounts are ideal for B2C scenarios because they allow for the representation of individual consumers in a manner that's separate from the more complex B2B corporate accounts, which are typically modeled using standard Account records. Secondly, using the Consumer Account record type can further differentiate between these two distinct types of customers. This functionality allows for the customization of fields, page layouts, and processes specific to the consumer sector, facilitating more targeted management and engagement strategies.

Reference = The Salesforce Energy and Utilities Cloud documentation offers guidance on configuring the customer data model to support diverse customer types, including B2B and B2C. Specific sections on Account and Contact Management provide insights into the use of Person Accounts and record types for segmenting and managing customer relationships effectively.

## NEW QUESTION # 57

An energy company generates all new contracts through the Contract Lifecycle Management solution Salesforce Industries. After a demo, the manager is very interested in using the redlining online doc feature and the reusing clauses library.

According to the manager's expectations, which template type should the developer choose to generate new contracts?

- A. JSON Based Document Template
- B. POF Template
- C. The Velocity Web Template
- D. The Microsoft Word Document Template

**Answer: D**

## NEW QUESTION # 58

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