

Energy-and-Utilities-Cloud Valuable Feedback - Energy-and-Utilities-Cloud Latest Test Fee



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

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 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.

>> **Energy-and-Utilities-Cloud Valuable Feedback** <<

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Salesforce Energy and Utilities Cloud Accredited Professional Exam Sample Questions (Q71-Q76):

NEW QUESTION # 71

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 definition stage implies prioritizing the user stories and defining the end-to-end program's road map,
- B. The discovery stage is used to ensure transparency, clarity, and alignment on the engagement and what it's due to deliver to the business.
- C. The design stage ensures a holistic design aligned with business benefits and establishes key responsibilities, roles, timeframes, and deadlines.
- D. 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.

Answer: A,C,D

NEW QUESTION # 72

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

Answer: A,C,E

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. References= 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_

NEW QUESTION # 73

An energy and utilities company wants to use objects for multi-site locations. What three objects can they use out of the box?

- A. Premises
- B. Quote
- C. Service Account
- D. Service Point
- E. Asset

Answer: A,C,D

Explanation:

For an energy and utilities company looking to manage multi-site locations using Salesforce Energy and Utilities Cloud, the following objects can be utilized out of the box: A.Service Account: Represents the account receiving the service and can be used to organize and relate to multiple service locations. C.Service Point: Represents a specific physical location where services are delivered or measured, such as a metering point for utilities. D.Premises: Represents the physical location or property where service points are located, enabling the organization of multiple service points within a larger geographical or physical area.

These objects collectively facilitate the effective management of multi-site locations, providing a structured approach to tracking service delivery and consumption across different sites.References= The Salesforce Energy and Utilities Cloud documentation outlines the use of these objects within the standard data model, providing a foundation for managing complex site structures and utility services:https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy

NEW QUESTION # 74

An energy company implemented Energy and Utilities Cloud and deployed the Utility Self-Serve Portal. The next phase of the implementation includes a requirement to show a consumption history graph on the Self-Serve Portal.

What three things are needed to meet the requirement?

- A. Develop or configure integration between Energy and Utilities Cloud and the source system that contains the required data
- B. Develop a new graph component to show the usage data, and connect it to the data source using integration procedures.
- C. Develop or configure integration between Energy and Utilities Cloud and the energy company's customer information system to get the monthly usage information
- D. Use a standard graph component available in the Utility Self-Serve Portal Application as a starting point Then, modify the component and connect it to the right data source using integration procedures
- E. Ask IT where the most suitable source of data that provides the required usage detail is. Assess the next steps based on the findings.

Answer: A,C,D

Explanation:

To display a consumption history graph on the Self-Serve Portal for an energy company that has implemented Salesforce Energy and Utilities Cloud, the following steps are essential: B.Use a standard graph component available within the Utility Self-Serve Portal Application as a starting point. Then, modify this component as necessary and connect it to the appropriate data source using integration procedures. This approach leverages existing resources to efficiently meet the requirement. C.Develop or configure integration between Salesforce Energy and Utilities Cloud and the source system that contains the required data. This integration ensures that the graph component has access to accurate and up-to-date consumption data. D.Develop or configure integration between Salesforce Energy and Utilities Cloud and the energy company's customer information system to obtain monthly usage information. This specific integration provides the detailed consumption data needed for the graph.

These steps collectively enable the display of consumption history in a graphical format, enhancing the user experience on the Self-Serve Portal by providing valuable insights into energy usage.References= Salesforce documentation on Energy and Utilities Cloud and development guides for creating and integrating custom components within Salesforce communities offer insights into fulfilling such requirements:<https://developer.salesforce.com/docs>

NEW QUESTION # 75

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

Answer: A,B

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 # 76

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