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ACTUAL TEST01

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**LISTENING TEST**

In the Listening test, you will be asked to demonstrate how well you understand spoken English. The entire Listening test will last approximately 45 minutes. There are four parts, and directions are given for each part. You must mark your answers on the separate answer sheet. Do not write your answers in your test book.

**PART 1**

**Directions:** For each question in this part, you will hear four statements about a picture in your test book. When you hear the statements, you must select the one statement that best describes what you see in the picture. Then find the number of the question on your answer sheet and mark your answer. The statements will not be printed in your test book and will be spoken only one time.

**Example** *Sample Answer*  
 A  B  C  D



Statement (B), "They're looking at the document," is the best description of the picture, so you should select answer (B) and mark it on your answer sheet.

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## Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q63-Q68):

### NEW QUESTION # 63

Which two items are necessary before starting a data mapping exercise from the billing system to Energy and Utilities Cloud?  
Choose 2 answers

- A. Technical connection details for the billing system
- B. A decision on the tool or technology that will be used for migrating the data (ETL)
- C. A high-level object map of the entities and fields used by the billing system
- D. Project team roles and responsibilities
- E. Understanding of the Energy and Utilities customer data model

Answer: C,E

### NEW QUESTION # 64

An energy and utility company relies on a third-party pricing application for multi-site quotes. The utility company wants Salesforce to manage the multi-site quotation process and continue to use the third-party pricing application.  
How can the utility company meet these requests using Energy and Utilities Cloud?

- A. Install the "Third Party Pricing Application" DataPack from the Process Library.
- B. Duplicate the third-party pricing application prices into the Salesforce Price list.
- C. Use the external pricing feature to send and receive pricing requests from an external pricing engine.
- D. Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available,

Answer: C

### NEW QUESTION # 65

A utility company is going through an extensive digital transformation. They want to use Energy and Utilities Cloud as a unified desktop application for service agents in order to have a 360-degree view of customers and guided processes for common actions. For this, they require integrations with their customer information system (CIS) and billing systems.  
What three common objects are typically part of this Integration?  
Choose 3 answers

- A. Account
- B. eSignature
- C. Balances
- D. Meter Pings
- E. Premise

Answer: A,C,E

### NEW QUESTION # 66

The project team wants to use the Customer Acquisition Management application to set up and automate the customer enrollment and selling of utility products, services and offers to new customers. A concern is raised about the final UI layout, which needs to be adapted to the branding of the company.  
What two processes can modify the look and feel of the application?

- A. Modify the VEEDigitalOrder Omniscrypt to adapt the look and feel to suit the company's requirements
- B. Modify the VEEConsumerLandingScreen FlexCard to change the background color, text font size, and style.
- C. Modify the VEELogoCard FlexCard to change the customer logo.
- D. Modify the application Page Layout to change/add/remove selected elements

Answer: A,B

Explanation:

In the Salesforce Energy and Utilities Cloud, customizing the UI to align with company branding during the customer acquisition process is crucial for maintaining a consistent user experience. Modifying the VEEDigitalOrder Omniscrypt allows for detailed customization of the customer journey and interaction points within the application, aligning it with the company's branding requirements. Additionally, altering the VEEConsumerLandingScreen FlexCard provides the capability to adjust visual elements such as background color, text font size, and style directly, ensuring the interface reflects the company's visual identity effectively.

Reference = These customization processes are supported by Salesforce Energy and Utilities Cloud documentation, specifically in sections related to Omniscrypt and FlexCard configurations for enhancing user interfaces in utility applications. [https://developer.salesforce.com/docs/atlas.en-us.omniscrypt\\_developer\\_guide.meta/omniscrypt\\_developer\\_guide/omniscrypt](https://developer.salesforce.com/docs/atlas.en-us.omniscrypt_developer_guide.meta/omniscrypt_developer_guide/omniscrypt)

#### NEW QUESTION # 67

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

Answer: A,B

#### NEW QUESTION # 68

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