

ExamcollectionPass

Pass Your Next Certification Exam Fast!

Login / Register

Shopping Cart (3)

Everything you need to prepare, learn & pass your certification exam easily.

Search...



Online Test Engine

Instant Online Access, Test History and Performance Review, Supports Windows / Mac / Android / iOS, etc. →

Desktop Test Engine

Installable Software Application, Simulates Real Exam Environment, Supports MS Operating System, Practice Offline Anytime. →

PDF Format

Printable PDF Format, Prepared by IT Experts, Study Anywhere, Anytime, Free PDF Demo Available. →

Download a free pdf sample of any of our study materials

- ▶ 24/7 customer support, Secure shopping site
- ▶ Free One year updates to match real exam scenarios
- ▶ If you failed your exam after buying our products we will refund the full amount back to you.

Select a vendor... ▼

Select an test... ▼

Your email address

Free Download Demo



48923+
Happy Clients



48923+
Shares



97846+
Downloads



9999+
Years in Business

<http://www.examcollectionpass.com/>

Everything you need to prepare, learn & pass your certification exam easily.

Exam : **Energy-and-Utilities-Cloud**

Title : Salesforce Energy and Utilities
Cloud Accredited Professional
Exam

Vendor : Salesforce

Version : DEMO

NO.1 An energy company offers multiple products to its industrial and commercial customers. They need to create a quote for a customer for multiple sites.

How would a consultant meet this business requirement?

- A.** Create a Master quote, create group(s). add the quote group members, add products, and apply to the group.
- B.** Create quotes for each individual site and add products, then run multi-site batch jobs.
- C.** Create an opportunity, add products to it. then submit it to the MultiAppHandler class
- D.** Create a multi-site quote, add members to the quote, and add products for each site

Answer: A

Explanation:

For a consultant to meet the business requirement of creating a quote for a customer with multiple sites, the most efficient approach within Salesforce Energy and Utilities Cloud is to create a Master quote and then organize the products and services by site using groups within the quote. This method allows the consultant to manage the complexities of multi-site quotes systematically, ensuring that each site 's specific needs are addressed within a single, overarching quote structure, thereby streamlining the quoting process for complex customer scenarios. References = Salesforce documentation on CPQ and quoting best practices outlines the process of creating Master quotes and utilizing groups to manage complex quoting scenarios, such as quotes for customers with multiple sites: https://help.salesforce.com/articleView?id=cpq_quotes.htm & type=5

NO.2 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 building, and the child is the apartment unit.
- C.** The parent premise is the apartment unit, and the child is the apartment building.
- D.** The parent premise is the apartment, and the child is the type of service provided.

Answer: B

NO.3 How is the Energy and Utilities Cloud solution installed on an org?

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

Answer: D

NO.4 A utility company has seen a high number of calls from customers expressing their inability to pay an outstanding amount. The utility company would like to provide its customers with an option to pay in installments.

How can the utility company best meet these requests using Energy and Utilities Cloud?

- A.** Work with an external debt collection agency to ensure customers pay their outstanding amount.
- B.** Use the Create Payment Plan action in the Contact Center Console.
- C.** Consolidate product catalogs and price books and establish an automated process across the entire revenue lifecycle.
- D.** Use Revenue Cloud to easily accelerate cash collection with and support any charge type, sales order, or payment schedule.

Answer: B

NO.5 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 semi-structured requirement gathering session to walk-through current-state sales processes with the stakeholders to align on common requirements.
- 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 focus group with all stakeholders to present different future-state sales processes and elicit stakeholder opinions.

Answer: A

NO.6 Two people own one home. They have different preferences for receiving notifications. One wants texts and emails, while the other prefers emails only. h How and where can the energy company hold this information?

- A.** Use the existing notification preference fields in the Party object.
- B.** Create a custom object associated with the Account with notification preferences.
- C.** Extend the Service Account object with new fields for notification preferences.
- D.** Extend the Account, Contact, and Relationship objects with new fields for notification preferences

Answer: A

NO.7 An energy company was recently onboarded on Energy and Utilities Cloud. They want to launch a customer service portal that provides customers with a 360-degree view of their energy and utility accounts and includes guided processes for common actions.

Which Energy and Utilities Cloud application should they use?

- A.** Customer Acquisition Management
- B.** Energy and Utilities Contact Center Console
- C.** Experience Self-Serve Portal
- D.** Utility Self-Serve Portal

Answer: D

NO.8 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.** Use the external pricing feature to send and receive pricing requests from an external pricing engine.
- C.** Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available,
- D.** Duplicate the third-party pricing application prices into the Salesforce Price list.

Answer: B