

Salesforce.Energy-and-Utilities-Cloud.v2026-07-31.q33

Exam Code:	Energy-and-Utilities-Cloud
Exam Name:	Salesforce Energy and Utilities Cloud Accredited Professional Exam
Certification Provider:	Salesforce
Free Question Number:	33
Version:	v2026-07-31
# of views:	138
# of Questions views:	330
https://www.freepdfdumps.com/Salesforce.Energy-and-Utilities-Cloud.v2026-07-31.q33.html	

NEW QUESTION: 1

An energy company is launching a new subscription service in the B2B market that offers an energy consumption consultancy to help customers pay less on their bills. This product will be charged USD \$60 monthly.

Which two pricing metadata are needed when defining this price with Industries CPQ?

- A. A Pricing Plan Entry, with type as Price and charge type as Recurring
- B. A Price Book Entry, with amount as \$60. currency as USD and charge type as Recurring
- C. A Price List Entry, with amount as \$60. currency as USD and charge type as Recurring
- D. A Pricing Variable, with type as Price and charge type as Recurring

Answer: A,C (LEAVE A REPLY)

When defining the pricing for a new subscription service with Industries CPQ, it's essential to create a Price List Entry that specifies the price, currency, and charge type. For a subscription service priced at USD \$60 monthly, the Price List Entry should have an amount set to \$60, the currency specified as USD, and the charge type categorized as Recurring. This approach ensures that the pricing metadata accurately reflects the subscription nature of the service, facilitating correct billing and revenue recognition. References= Salesforce Industries CPQ documentation provides detailed guidelines on setting up pricing for various types of products and services, including recurring subscription services. This includes creating and managing Price List Entries to define pricing terms:https://help.salesforce.com/articleView?id=cpq_create_price_list.htm&type=5

NEW QUESTION: 2

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 (LEAVE A REPLY)

NEW QUESTION: 3

A multinational energy company distributes energy to several countries with different tariffs. For their Energy and Utilities Cloud implementation, they want to allow each country only to have access to its respective price.

How can this be done with Industries CPQ?

- A. One Price Book should be configured for each country, and Context Rules need to be configured to make the Price Book eligible only for its respective country.
- B. One Price List should be configured for each country, and Context Rules need to be configured to make the Price List eligible only for its respective country.
- C. One Price List should be configured for each country, and Advanced Rules need to be configured to make the Price List eligible only for its respective country.
- D. One Price Book should be configured for each country, and Advanced Rules need to be configured to make the Price Book eligible only for its respective country.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 4

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

NEW QUESTION: 5

An administrator for an energy company recently built a new FlexCard that shows whether a customer is enrolled in autopay.

How can the administrator put the new FlexCard in the Energy and Utilities Cloud Contact Center Console?

- A. Edit the Lightning Record or App Builder and place the FlexCard LIC onto the page.
- B. Create a Lightning Web Component wrapper for the FlexCard and add it onto the page.
- C. Open the object's page layout and add the FlexCard LWC ante the layout.
- D. Create a VisualForce Page wrapper for the FlexCard and add it onto the page.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 6

What can an administrator use to go through the post-installation steps before the Energy and Utilities Cloud solution can be used?

- A. The Vilocity Installation Assistant guides users thraugh all the steps required to complete installation.
- B. Salesforce support will perform all steps required when the Energy and Utilities Cloud package is installed or upgraded.
- C. The Energy and Utilities Cloud online documentation outlines a series of Apex queries to run that will automate the post-installation steps.
- D. The solution is ready to be used without any post-installation steps.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 7

An energy company has implemented Energy and Utilities Cloud in its call center, and they 're now considering extending Salesforce for their customer self-service portal.

What value would the Energy and Utilities Cloud Communities license provide compared to standard Salesforce Communities?

- A. Energy and utilities Cloud for Communities comes with a set of customizations that would otherwise have to be created through Apex
- B. Energy and utilities Cloud extends the data model, user interfaces, integrations, and processes used in the call center to the self-service communities ' website
- C. Energy and Utilities Cloud provides the same data model and tools as the call center to build the self- service portal, but the components used in the call center cannot be reused
- D. Energy and Utilities Cloud includes a self-service portal built on communities that cannot be further modified to make implementations simple and easy

Answer: B ([LEAVE A REPLY](#))

The Energy and Utilities Cloud Communities license provides significant value by extending the same data model, user interfaces, integrations, and processes used in the call center to the self-service portal built with Salesforce Communities. This ensures a consistent and integrated experience across customer service touchpoints, enabling customers to access personalized services, manage their accounts, and interact with the

utility provider through a self-service portal that mirrors the functionality available to call center agents.

References = Salesforce Energy and Utilities Cloud documentation on community portals and self-service highlights the ability to extend call center capabilities to customer self-service platforms, providing a cohesive and efficient customer experience:

<https://www.salesforce.com/products/community-cloud/industries/energy-utilities/>

NEW QUESTION: 8

An energy company implementing Energy and Utilities Cloud needs to generate a contract frame its proposals that include up to 100 line items, with its template already built in a DOCX file. According to the new company branding, custom fonts were used.

- A.** Client-Side generation, as this doesn't have a high number of line items
- B.** Server-Side generation, as this has a high number of line items
- C.** Server-Side generation, as Client-Side doesn't support custom fonts
- D.** Using the Contract Lifecycle Management, which Document Generation mechanism should the administrator recommend?
- E.** Client-Side generation, as Server-Side doesn't support DOCX templates

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 9

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 the algorithms used by the pricing and forecasting system to calculate the price.
- B.** Consider if the pricing engine operates synchronously or asynchronously.
- 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 ([LEAVE A REPLY](#))

NEW QUESTION: 10

A consultant is facilitating their first requirements gathering session with an energy company in the initial stages of an Energy and Utilities Cloud project and is trying to get clarity on business requirements. The decision will impact numerous contractor organizations that employ the technicians, so the solution should ensure work is distributed fairly and consistently.

Which two approaches can the consultant take to achieve a consensus while building trust?

- A.** Focus primarily on the contractor organization's concerns.

B. Propose compromises between stakeholders that could result in collective positive outcomes.

C. Demonstrate expertise right away to achieve the fastest stakeholder agreement

D. Ask probing questions to understand and document the needs of all stakeholders.

Answer: B,D (LEAVE A REPLY)

In the context of facilitating a requirements gathering session for an Energy and Utilities Cloud project with multiple stakeholders, the consultant should aim to build consensus and trust by proposing compromises that could lead to collective positive outcomes and by asking probing questions to understand and document the needs of all stakeholders. This approach ensures that the consultant acknowledges and addresses the concerns and requirements of each party involved, promoting a collaborative environment where solutions are developed with the collective best interest in mind. References = The Salesforce Energy and Utilities Cloud documentation on stakeholder engagement and requirements gathering emphasizes the importance of understanding stakeholder needs and finding common ground through effective communication strategies:

<https://www.salesforce.com/products/industries/energy-and-utilities/resources/>

NEW QUESTION: 11

An energy utility company is implementing the Customer Acquisition Management application. The application should support unauthenticated self-serve portal users. What 's the preferred method to configure the application security to meet the requirement?

A. The Customer Acquisition Management application cannot support unauthenticated self serve portal users

B. A consultant should assign an EnergyRuntimeSales sample permission set to the Guest User profile and an EnergyRuntimeSalesCustomerCommunityUser sample permission set to customer community users.

C. A consultant should create new permission sets to grant appropriate access to all required objects.

D. A consultant should assign an EnergyRuntimeB2CSales sample permission set to the Guest User profile and an EnergyRuntimeB2CSalesCustomerCommunityUser sample permission set to customer community users.

Answer: (SHOW ANSWER)

For the Customer Acquisition Management application to support unauthenticated self-serve portal users, the correct configuration of permission sets is crucial. The EnergyRuntimeB2CSales sample permission set designed for Guest User profiles enables unauthenticated users to interact with necessary parts of the application without compromising security or functionality. Additionally, the EnergyRuntimeB2CSalesCustomerCommunityUser permission set provides authenticated community users with appropriate access rights, ensuring a seamless user experience across both authenticated and unauthenticated scenarios.

References = The setup and configuration of these permission sets are discussed in the Salesforce Energy and Utilities Cloud security and user management documentation, ensuring applications like Customer Acquisition Management are accessible yet secure.

NEW QUESTION: 12

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 (LEAVE A REPLY)

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. References = 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: 13

A company ' s energy and utilities org uses Permission Set Licenses What are the two methods to control users access to features and functionality?

- A. Permission Sets
- B. Sharing Settings
- C. Permission Set Groups
- D. Managed Package Licenses

Answer: A,C (LEAVE A REPLY)

In Salesforce Energy and Utilities Cloud, as well as across the Salesforce platform, controlling user access to features and functionality can be effectively managed using Permission Sets and Permission Set Groups.

* Permission Sets are collections of settings and permissions that grant access to various tools and functions within Salesforce. They can be used to extend users ' access rights without altering their primary profile.

* Permission Set Groups are a way to organize Permission Sets, making it easier to assign and manage access for users. They allow administrators to bundle multiple Permission Sets into a single assignment, streamlining the process of granting necessary permissions to users. These tools are essential for tailoring access controls to meet the specific needs

of an organization and ensuring that users have the appropriate level of access to perform their roles. References = Salesforce documentation provides detailed information on managing user access with Permission Sets and Permission Set Groups, emphasizing their importance in configuring secure and functional access controls within the Salesforce platform: https://help.salesforce.com/articleView?id=perm_sets_overview.htm & type=5

NEW QUESTION: 14

What tool should be used to migrate configurations from sandbox to production when a customer has completed configuring OmniStudio components?

- A.** Salesforce Export Wizard
- B.** OmniStudio DataPacks
- C.** IDX Workbench
- D.** DataLoader.io

Answer: B (LEAVE A REPLY)

When migrating configurations, especially those related to OmniStudio components from a sandbox to production environment in Salesforce, OmniStudio DataPacks are the recommended tool. OmniStudio DataPacks, part of the Salesforce DevOps toolkit, allow for the bundling and deployment of complex configurations and metadata associated with OmniStudio components. This tool is specifically designed to handle the intricate dependencies and settings of OmniStudio components, ensuring a seamless and error-free migration process. References = Salesforce documentation on OmniStudio deployment and migration strategies emphasizes the use of OmniStudio DataPacks for effective configuration migrations. This is outlined in the Salesforce OmniStudio Developer Guide, which provides detailed instructions on using DataPacks for deploying OmniStudio solutions: <https://developer.salesforce.com/docs/atlas.en-us.omnistudio.meta/omnistudio/>

NEW QUESTION: 15

An energy company is implementing Energy and Utilities Cloud for their contact center and is in the process of importing contact information from the billing system to Salesforce. An administrator has been asked if and how the contact data updated in Salesforce will be reflected back in the billing system.

What two options can be presented back as potential solution?

Choose 2 answers

- A.** Salesforce Export Wizard will automatically create a csv of contact information to be imported to the billing system.
- B.** Salesforce can send the updated information to the billing system in real-time or batch if it's required,
- C.** The billing system can query Salesforce every night to retrieve changes made to contacts.

D. Salesforce will be the system of record for contacts and it doesn't need to update the billing system in the future.

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 16

An energy company was onboarded on Energy and Utilities Cloud. They want to see how many Energy and Utilities Cloud licenses are assigned.

What is the most effective way to check for the number of their assigned Energy and Utilities Cloud licenses?

A. Call Salesforce Support to get the Energy and Utilities Cloud information.

B. Go to Setup - > Company Information - > Permission Set Licenses.

C. Go to Setup - > installed Packages - > Vlocity CMT to see the Energy and Utilities Cloud license information.

D. Execute a SOQL query to retrieve the license count

Answer: B (LEAVE A REPLY)

The most effective way to check for the number of assigned Salesforce Energy and Utilities Cloud licenses is through the Salesforce Setup menu. By navigating to Setup , then to Company Information , and looking at the Permission Set Licenses section, administrators can quickly view the number of licenses assigned and available for various Salesforce products, including Energy and Utilities Cloud. This method provides a straightforward and accessible means of license management within the Salesforce environment. References = Salesforce ' s official documentation on managing licenses, including viewing assigned licenses through the Company Information section, provides comprehensive guidance: https://help.salesforce.com/articleView?id=users_license_types_available.htm

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NEW QUESTION: 17

An energy company has decided to keep the latest customer invoice in Energy and Utilities Cloud to improve performance Which object is used to store this data?

A. Service Account

B. Account

C. Bill

D. Statement

Answer: C (LEAVE A REPLY)

In Salesforce Energy and Utilities Cloud, the object used to store the latest customer invoice information is the Bill object. This object is specifically designed to handle billing information related to the services provided by energy and utility companies. By storing invoice data in the Bill object, energy companies can efficiently manage and access billing records, enhancing performance by ensuring that crucial financial data is organized and easily retrievable within the system. References = The Salesforce Energy and Utilities Cloud documentation provides details on the data model, including the use of the Bill object to store customer billing information, reflecting industry-specific data management needs: https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/

NEW QUESTION: 18

An implementation team has requested an org containing the Energy and Utilities Cloud Large Account Sales Management application. After working with the app. they determine that they need the functionality of the homepage for agents and team leaders.

How does the team get the required components into their development environment?

A. The team should follow the documentation and migrate the required components into the* development environment.

B. The team needs to copy and paste the required components from their trial environment into their development environment.

C. The team should take a look at the application code, and then go and re-type the code into their development environment.

D. The team should request the Energy and Utilities Cloud engineering team to deploy the necessary components into the project development environment.

Answer: A (LEAVE A REPLY)

When the implementation team requires specific components from the Energy and Utilities Cloud Large Account Sales Management application in their development environment, the recommended approach is to follow the Salesforce documentation on migrating components. This process involves identifying the necessary components and utilizing Salesforce ' s deployment tools (such as change sets or the Salesforce CLI) to move them from one environment to another. This method ensures a controlled and systematic approach to customization and development, aligning with Salesforce ' s best practices for environment management and application development. References = Salesforce documentation provides extensive guides on environment management and the migration of components between environments. This includes using deployment tools and following best practices to ensure seamless and efficient development processes:

https://developer.salesforce.com/docs/atlas.en-us.dev_lifecycle.meta/dev_lifecycle/

NEW QUESTION: 19

A customer is ready to migrate and deploy large volumes of configuration components as part of production deployment.

Which two tools support this deployment?

Choose 2 answers

- A.** Velocity Build Tool
- B.** Big Objects Manager
- C.** IDX Workbench
- D.** Velocity Installation Assistant

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

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.** Only CPQ pricing is available; requesting pricing for a master Quote or Order from an external source is not available,
- 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.** Install the " Third Party Pricing Application " DataPack from the Process Library.

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 21

An energy company is implementing the CPQ module of Energy and Utilities Cloud. The consultant set up the Advanced Rule on the Order with the Entity Filter type "Qualification." The filter selects the accounts with the condition CreatedDate < 365 days.

Which scenario should be executed during the testing phase?

- A.** Test the product eligibility: The product will not be not available for accounts older that 365 days
- B.** Test the order creation: Order can't be created for the account older than 365 days.
- C.** Test the account creation: Accounts younger than 365 days won't be qualified for creation.
- D.** Test the account creation: Accounts older than 365 days will not be qualified for creation.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 22

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 (LEAVE A REPLY)

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

NEW QUESTION: 23

An energy company runs utility-specific processes in the backend customer information system (CIS) and billing systems with minimal visibility to service agents. The company embarks on a multi-year digital transformation initiative to provide a Customer 360 view to its service agents.

What two licenses should be recommended and mapped in the future state architecture to align with the business vision?

- A.** Service Cloud
- B.** Contract Lifecycle Management (CLM)
- C.** Configure Prince Quote (CPQ)
- D.** Energy and utility Base

Answer: A,D (LEAVE A REPLY)

For an energy company embarking on a digital transformation initiative to provide a 360-degree customer view to service agents, the recommended licenses are: A. Service Cloud : Essential for enabling service agents to manage customer interactions and service requests efficiently, providing tools for case management, customer service analytics, and more. D. Energy and Utilities Base : Specifically tailored to the energy and utilities sector, this license provides access to industry-specific data models, workflows, and functionality designed to manage the complex needs of energy providers. Together, these licenses ensure that service agents have access to comprehensive customer information and the specialized tools needed to support the unique requirements of the energy and utilities sector. References = Salesforce Energy and Utilities Cloud documentation and Service Cloud resources detail the functionalities and benefits of these licenses, highlighting their

role in supporting customer service and industry-specific processes:

<https://www.salesforce.com/products/service-cloud/overview/> ,

<https://www.salesforce.com/products/industries/energy-and-utilities/overview/>

NEW QUESTION: 24

An energy company is implementing Energy and Utilities Cloud for its service center agents.

Which two of the following business processes should be part of their test scenarios?

Choose 2 answers

- A.** Manage a customer moving out.
- B.** Create a multi-site quote.
- C.** Manage changes to contract clauses.
- D.** Set up a payment arrangement.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 25

A call center agent uses the Energy and Utilities Contact Center Console to schedule a field technician appointment for a customer.

What license is needed to complete this customer requirement?

- A.** Salesforce Field Service license
- B.** Salesforce Contact Center license
- C.** Energy and Utilities Base Service license
- D.** Salesforce Service Console license

Answer: C ([LEAVE A REPLY](#))

To schedule a field technician appointment using the Energy and Utilities Contact Center Console, the call center agent requires the Energy and Utilities Base Service license. This specific license grants access to the functionalities and features within the Energy and Utilities Cloud, including the ability to schedule appointments and manage field service operations directly from the Contact Center Console. It's tailored to meet the unique requirements of energy and utility companies, providing the necessary tools to support customer service and field service coordination. References= The Salesforce Energy and Utilities Cloud documentation details the licensing requirements for using the platform, including the need for the Energy and Utilities Base Service license for call center agents performing tasks such as scheduling field technician appointments:<https://www.salesforce.com/products/industries/energy-and-utilities/overview/>

NEW QUESTION: 26

An energy company uses Salesforce Energy and Utilities Cloud to generate quotes and orders. Two custom fields on quotes get populated during the quote capture process. These two fields need to be populated when the quote gets converted to an order. How can a consultant achieve this without custom code?

- A. Creating Apex trigger
- B. Adding fields in CPQ configuration
- C. Adding fields in Checkout method
- D. Using Field Mapper

Answer: D (LEAVE A REPLY)

Salesforce Energy and Utilities Cloud enables consultants to map fields from quotes to orders without custom code by using the Field Mapper tool. This feature is designed to streamline the conversion process, ensuring that custom fields populated during the quote capture process are automatically populated in the corresponding order records. By utilizing Field Mapper, consultants can configure field mappings directly within the Salesforce UI, eliminating the need for custom Apex code and simplifying the configuration process. References = Field mapping capabilities in Salesforce CPQ (Configure, Price, Quote) and Salesforce Energy and Utilities Cloud are covered in detail in the Salesforce documentation, which includes guidance on using Field Mapper to automate the transfer of information between different objects: https://help.salesforce.com/articleView?id=cpq_field_mapping.htm & type=5

NEW QUESTION: 27

A customer has recently installed Energy and Utilities Cloud. Which specific license enables an energy company's partners to access applications via a web portal?

- A. Energy and Utilities Cloud for Digital Experience User
- B. Energy and Utilities Base
- C. Energy and Utilities Base for Digital Experience Partner
- D. Energy and Utilities Base Service

Answer: C (LEAVE A REPLY)

The Energy and Utilities Cloud by Salesforce enables energy companies to connect with their partners through dedicated licenses that cater to digital experiences. The "Energy and Utilities Base for Digital Experience Partner" license is specifically designed for partner users who need access to applications via a web portal. This license type provides the necessary access rights and functionalities tailored for partners, ensuring they can efficiently use the Energy and Utilities Cloud's resources in a collaborative environment tailored to the unique needs of energy sector partnerships.

References = The details about licensing and partner access can be found under the Salesforce Energy and Utilities Cloud documentation, specifically in the sections discussing user licensing and partner portal configurations. More comprehensive information is available on Salesforce's official resources and documentation regarding

the Energy and Utilities Cloud product, focusing on configuration and user license management.

NEW QUESTION: 28

Having completed discovery and solution design, and as the project team moves into the implementation phase, what should be the first step in the build process?

- A.** Start evaluating products and offerings from as many third-party suppliers as possible.
- B.** Immediately start building the solution in their favorite technology.
- C.** install Salesforce Service Cloud and start building custom objects and APEX classes.
- D.** Select the Energy and Utilities Cloud applications that best meet the company ' s needs

Answer: ([SHOW ANSWER](#))

As the project team transitions from the discovery and solution design phase to implementation, the first step in the build process should be selecting the Energy and Utilities Cloud applications that best align with the company ' s specific needs. This step ensures that the foundation of the project is based on applications that directly address the identified business requirements and goals, enabling a more targeted and effective implementation strategy. Starting with a clear selection of the appropriate Energy and Utilities Cloud applications allows for focused development efforts and maximizes the efficiency of the project team.

References = Salesforce Energy and Utilities Cloud documentation outlines the importance of selecting the right applications as a critical initial step in the implementation process.

This approach is supported by best practices in project management and implementation strategies for Salesforce solutions: [https://www.](https://www.salesforce.com/products/industries/energy-and-utilities/overview/)

[salesforce.com/products/industries/energy-and-utilities/overview/](https://www.salesforce.com/products/industries/energy-and-utilities/overview/)

NEW QUESTION: 29

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: ([SHOW ANSWER](#))

NEW QUESTION: 30

The administrator of an energy company needs to manage the lifecycle of new contracts in Salesforce. After the generation of the contract, it needs to be sent to the customer for eSignature through DocuSign.

Which two features of Contract Lifecycle Management and OmniStudio can be used?

- A.** The 'Send for eSignature' Velocity action can be used to send the last version of the contract document to DocuSign
- B.** An Omni script can be configured, and a DocuSign Envelope action can be used to email the contract for signature.
- C.** An Integration Procedure with an HTTP action is needed to integrate with DocuSign. which can be called from an Omniscript
- D.** An integration Procedure with a DocuSign Signature action can be called from an Omniscript to email the contract for signature

Answer: B,D ([LEAVE A REPLY](#))

In managing the lifecycle of new contracts in Salesforce and integrating with DocuSign for eSignatures, the use of OmniStudio tools is pivotal. An OmniScript can be configured to include a DocuSign Envelope action, which facilitates the emailing of the contract for signature. Additionally, an Integration Procedure with a DocuSign Signature action can be called from an OmniScript, providing a streamlined method to integrate Salesforce with DocuSign and automate the contract signature process. These features leverage the capabilities of OmniStudio to offer flexible and customizable solutions for contract management and eSignature processes, enhancing efficiency and user experience. References= Salesforce OmniStudio, including OmniScripts and Integration Procedures, provides comprehensive capabilities for integrating Salesforce applications with external services like DocuSign. The Salesforce documentation on OmniStudio tools offers guidance on configuring these features to streamline business processes

NEW QUESTION: 31

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

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

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

Answer: D (LEAVE A REPLY)

To capture and make searchable the Product type information in Salesforce, relevant to an energy company 's Product Catalog integration with Industries CPQ, adding a picklist field to the Product object is recommended. This picklist field can be configured with the four required values (Energy, Batteries, Measurement, Solar Panels) and will allow for easy categorization and searching of products within the Salesforce org, ensuring that the data can be efficiently managed and utilized within the system. References = The Salesforce CPQ documentation provides guidance on configuring product attributes and managing the Product Catalog, including adding custom fields to products for better categorization and searchability:

https://help.salesforce.com/articleView?id=cpq_products.htm & type=5

NEW QUESTION: 33

An energy company needs to migrate its legacy data to Energy and Utilities Cloud. What 's the recommended first step to ensure a proper migration process?

- A.** Establish a testing and validation process to ensure that the data is accurate and complete
- B.** Migrate the data using one of the available tools, such as the Salesforce Data Loader or third party data migration tools.
- C.** Assess the data in the legacy system to determine what needs to be migrated and what can be left behind
- D.** Clean, transform, and format the source data to meet the requirements of the Energy and Utilities Cloud Data Model

Answer: C (LEAVE A REPLY)

Before embarking on a data migration project to Salesforce Energy and Utilities Cloud, it is crucial to assess the data within the legacy systems. This step involves analyzing the

existing data to determine its relevance, accuracy, and completeness, deciding which data sets are essential for migration, and identifying any data that may be outdated or irrelevant and can thus be omitted from the migration process. This assessment ensures a focused and efficient migration process, reducing the risk of data clutter and ensuring that only valuable data is transferred to the new system. References = Salesforce provides comprehensive guidelines on best practices for data migration, including the importance of data assessment as the initial step in the migration process.

These practices are documented in Salesforce 's data migration resources:

<https://developer.salesforce.com>

[/docs/atlas.en-us.dat.meta/dat/data_import_what_you_need_to_know.htm](https://docs.atlas.en-us.dat.meta/dat/data_import_what_you_need_to_know.htm)

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