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QUESTION 1

Ursa Major Solar (UMS) will be creating a partner portal to distributing leads to partners. Partners will also be able to create their own leads in the portal UMS has decided to use Partner Central template.

Which three should UMS take at a minimum In order to meet the requirement?

- A. Create a Lead Process for Lead Distribution
- B. Create a Lead Queue for Lead Distribution.
- C. Enable Allow External Creation in Digital Experience settings
- D. Configure Lead creation Lead on low Distribution inside PRM Workspace.

Correct Answer: ABD

To meet the requirement of distributing leads to partners, UMS needs to take at least three steps:

Create a Lead Process for Lead Distribution. A lead process is a set of stages that a lead goes through from creation to conversion. UMS can create a lead process that defines how leads are distributed to partners based on criteria such as region, industry, or product.

Create a Lead Queue for Lead Distribution. A lead queue is a list of leads that are assigned to a group of users who share the workload. UMS can create a lead queue for its partners and assign leads to the queue based on the lead process.

Configure Lead creation Lead on low Distribution inside PRM Workspace. PRM Workspace is a feature that allows UMS to manage its partner relationships, such as recruiting, onboarding, training, and co-selling. UMS can configure lead creation and distribution settings inside PRM Workspace, such as enabling partners to create their own leads, setting up lead assignment rules, and defining lead notification preferences.

QUESTION 2

Cloud Kicks (CK) wants potential customers to use self-registration to sign up and gain access to its new site. CK uses Person Accounts for its customers.

How should the CK system administrator configure self-registration?

- A. Leave the Account field blank.
- B. Create a trigger on User to convert the Contact to a Person Account.
- C. Set the profile to the standard Person Account profile.
- D. Create a flow to convert the Contact to a Person Account.

Correct Answer: A

To configure self-registration for customers who use Person Accounts, CK should leave the Account field blank. This will allow CK to create individual customers without associating them with an account. CK can use the standard self-



registration configuration under Experience Workspace and select a profile or permission set that supports Person Accounts. CK can also customize the self-registration page and Apex handler to create Person Accounts for customers based on their information.

QUESTION 3

A consultant needs to leverage ExperienceBundle for a deployment but is unable to view it. What is the most likely cause for this issue?

- A. The experience has not yet been published.
- B. A change set containing the Network needs to be deployed.
- C. The "Enable ExperienceBundle Metadata API" setting needs to be checked.
- D. A custom Experience template needs to be created.

Correct Answer: C

The ExperienceBundle Metadata API allows you to retrieve, deploy, create, update, or delete an Experience Cloud site's metadata definition in a single API call. To use this API, you need to enable the "Enable ExperienceBundle Metadata API" setting in the Experience Cloud site's administration settings.

QUESTION 4

Ursa Majer Solar (UMS) wants to give its partners the content, data, and tools they need to sell more solar panels. Which three Partner Relationship Management features should the system administrator utilize on UMS's site? Choose 3 answers

- A. Content Flagging
- B. Service Console
- C. Deal Registration
- D. Lead Distribution
- E. Market Development Fund

Correct Answer: CDE

DealRegistration allows UMS to enable its partners to register deals and work with UMS on sales opportunities. UMS can also set up approval processes and validation rules for deal registration and track the deal status and revenue. Lead Distribution allows UMS to assign leads to partners based on predefined criteria, such as location, product, or industry. UMS can also monitor the lead conversion rate and partner performance. Market Development Fund allows UMS to allocate funds to partners for marketing activities, such as events, campaigns, or webinars. UMS can also create budgets, approval workflows, and reports for market development fund.

QUESTION 5

Which two Community licenses allow records to be shared with a criteria-based sharing rule? Choose 2 answers



- A. Partner Community
- B. Customer Community
- C. Customer Community Plus
- D. Customer Portal

Correct Answer: AC

Two Community licenses that allow records to be shared with a criteria-based sharing rule are Partner Community and Customer Community Plus. These license types allow users to access custom objects and a subset of standard CRM objects, such as accounts, contacts, cases, and dashboards. These license types also support advanced sharing features, such as role hierarchy, sharing rules, manual sharing, and Apex sharing.

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