



# SALESFORCE-NET-ZERO-CLOUD<sup>Q&As</sup>

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### QUESTION 1

What three future risks do greenhouse emissions pose to a company? (3 options)

- A. Accelerated depreciation
- B. Regulatory Impact
- C. Supply chain disruptions
- D. Increased costs
- E. Liquidity risk

Correct Answer: ABD

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### QUESTION 2

What differentiates a Scope 1 emission from a Scope 2 emissions? (1)

- A. Scope 1 is direct emissions from owned assets; Scope 2 is indirect emissions that your organization consumes
- B. Scope 1 is from fossil fuels; Scope 2 is from renewables
- C. Scope 1 is from assets owned; Scope 2 is from assets leased and your value chain
- D. Scope 1 is from manufacturing; Scope 2 is from other business operations

Correct Answer: C

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### QUESTION 3

What is a VPPA? (1)

- A. Virtual Power Purchase Agreement
- B. Volumetric Power Purchase Agreement
- C. Virtual Privacy Policy Agreement
- D. Vanguard Power Policy Agency

Correct Answer: A

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### QUESTION 4

Out of the box, what can a client link an Energy Use Record to? (1)

- A. Multiple Assets and multiple Carbon Footprints



- B. Other energy use records
- C. A single other energy use records
- D. A single Asset and multiple Carbon Footprints

Correct Answer: D

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#### QUESTION 5

What are two data challenges faced by organizations that want to address climate change? (2) A. Only a few teams can access environmental data

- B. It can take 6-8 months to collect data
- C. Environmental Data is siloed in Spreadsheets
- D. Data is easily captured and ready for analysis

Correct Answer: BC

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