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NEW QUESTION: 1

An invoice run with a target date of 6/1/20 has completed with no errors. An order product with a next billing date of 6/1/20 did not generate an invoice line. Which of the following fields might hold a value that would account for this?

- A. Billing type
- B. Billing day of month
- C. Invoice run processing status
- D. Billing account
- E. Next change date

Answer: C (LEAVE A REPLY)

NEW QUESTION: 2

A Revenue Cloud Consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Set Pricing Method to Custom
- B. A Quote Calculator plugin (QCP)
- C. Use an Apex Trigger on the Quote Line
- D. Use a Record Change Flow to trigger on the Quote Line.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 3

What are three fundamental principles when scoping a Revenue Cloud Project?

- A. Alignment with customer on cpq and billing Terminology
- B. Add new technology to the existing Process
- C. Lead with Business Requirements and Process
- D. Think Transformation before Customization
- E. Interview Customer first before Knowledge Sharing with the sales team.

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

* C. Lead with Business Requirements and Process¹²³: This principle helps you understand the

* specific needs and objectives of the project, as well as the current and desired state of the business processes. It also helps you align the project scope with the business value and outcomes.

* D. Think Transformation before Customization³: This principle helps you leverage the best practices and capabilities of Revenue Cloud, and avoid unnecessary or complex customizations that may increase costs, risks, and maintenance efforts. It also helps you embrace change and innovation, and optimize your revenue operations.

* A. Alignment with customer on CPQ and Billing Terminology³: This principle helps you establish a common language and understanding of the key concepts and features of Revenue Cloud, such as CPQ (Configure-Price-Quote), Billing, Subscription Management, etc. It also helps you avoid

NEW QUESTION: 4

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Assets
- B. Order
- C. Subscriptions
- D. Quote
- E. Order Product.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use an Apex Trigger on the Quote Line
- B. A Quote Calculator plugin(QCP)
- C. Use a Record Change Flow to trigger on the Quote Line.
- D. Set Pricing Method to Custom

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- A. Understanding Design pitfalls and Migration actions to course correct
- B. Excellent Communication Skills both verbal and written
- C. Being Effective at planning monitoring and reviewing
- D. Having Deep Knowledge of competitor products
- E. Experience in A Selling Role With Quota Responsibilities

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

NEW QUESTION: 7

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Migration from Sandbox to Production
- B. Complete deployment migration plan
- C. A Change Order
- D. Customer Acceptance sign off
- E. A Design Document

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

NEW QUESTION: 8

How does Hold Billing work?

- A. It Prevents invoice document generation and stops email notifications from going out to the customer.
- B. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- C. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".
- D. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry. what is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- B. Use Automation to set Revenue Recognition Rule Based on the value of the custom Field.
- C. Use Automation to set Tax Rule Based on the value of the custom field.

D. Use Automation to set Tax Treatment Based on the value of the custom field.

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

NEW QUESTION: 10

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Order Products with Next Billing Date equal to or earlier than January 15
- B. Order Products with Next Billing Date equal to or after January 15
- C. Order Products with Next Charge Date equal to or earlier January 15
- D. Usage Summaries with Next Billing Date equal to or earlier than January 15

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

A revenue cloud customer has posted a cash payment that was created on account A by mistake. What are the steps to apply this to the correct invoice on account B?

- A. Set the payment status to canceled and create a new payment on account B
- B. Allocate the payment to an invoice on account B
- C. Allocate the payment if allocated, create a refund and then create a new payment for account B
- D. Allocate the payment if allocated and re-parent the payment to account B

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

NEW QUESTION: 12

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to accounts, contracts, quotes, what other object will need to absorb legacy data?

- A. Contracted Pricing
- B. Order Products
- C. Subscription
- D. Entitlements

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

NEW QUESTION: 13

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

- A. Recommend the current automations are appropriate, optimize further if necessary.
- B. Recommend using a single automation type for best performance

C. Recommend to enable the CPQ Package setting for "Large Quote Threshold "to an appropriate value in order to prevent future performance.

D. Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 14

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

A. brochures that provided detail to the products and services the client offers

B. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

C. The client's income statements and balance sheet

D. The latest release notes found at help.salesforce.com > salesforce CPQ patch notes

E. A sample proposal the client provides to their customers

Answer: A,B,E (LEAVE A REPLY)

NEW QUESTION: 15

Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

A. Information Technology

B. Accounting and finance

C. Customer Service

D. Sales operations

E. Human Resource

Answer: (SHOW ANSWER)

NEW QUESTION: 16

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

A. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value

B. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.

C. They can easily exceed limits if not carefully designed and tested

D. Formula field data is not always available during CPQ quote calculation

E. They are computationally Expensive.

Answer: B,D,E (LEAVE A REPLY)

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NEW QUESTION: 17

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- B. Delete the invoice record, correct the order, create and Post a new invoice
- C. credit the invoice, correct the order, create and post a new invoice
- D. Cancel and rebill, correct the order, create and post a new invoice.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 18

Which 3 objects are updated when posting an invoice?

- A. Order Product
- B. Quote Line
- C. Quote
- D. Invoice Line
- E. Invoice

Answer: A,D,E (LEAVE A REPLY)

NEW QUESTION: 19

You are implementing the Design Document for a large Enterprise Revenue Cloudprojecthaving multiple lookup price rules supporting a complex pricing requirement in the Buildphase. During construction the customer discovers additional logic and external datastores that need to be incorporated in order to achieve the correct pricing in a particular setof use cases. You estimate the lookup price rules will need to be modified, additional ruleswill need to be created and API development will beneeded. As an Implementationconsultant what is the appropriate course of action that should take in this predicament?

- A. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget them determine the next course of action

- B.** Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint, Otherwise Complete on the subsequent sprint.
- C.** Implement the lookup price rules immediately then review with the solution Architect.
- D.** Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- E.** Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is accounted for in Scoping?

- A.** Make it optional Scope with possible change order during the project
- B.** scope in developer resource for customization
- C.** Ask follow up questions to ensure legacy process has business justification
- D.** scope additional project hours for customization

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

NEW QUESTION: 21

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes. Which three considerations should UC Keep in mind when designing their Solution?

- A.** Print out the approval matrix into cards that the sales reps can carry around.
- B.** Give sales reps flexibility to apply any discount.
- C.** Document the discount approval levels for each approver.
- D.** Define the discount threshold or limit allowed for the sales reps
- E.** Identify backup approvers in case the primary approver is out of the office.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A.** baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'. processed with design and build, and address performance issues as the final task in UAT

- B. extending customization using coding best practices to improve scalability
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. Architect the revenue cloud solution to follow suit by

Answer: B (LEAVE A REPLY)

NEW QUESTION: 23

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Contract Redlining
- B. Attachments
- C. Invoice Generation
- D. Electronic Signature
- E. Watermarks

Answer: A,D,E (LEAVE A REPLY)

NEW QUESTION: 24

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items.

What should the Revenue cloud consultant recommend to address the issue?

Answer:

Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

NEW QUESTION: 25

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the activation date
- B. Set the billing day of the month
- C. Set the order start date
- D. Set the order end date

Answer: (SHOW ANSWER)

NEW QUESTION: 26

What fields are required on the usage record to load and rate the usage?

- A. start date time, end date time, matching ID, matching Attribute, Unit of measure, quantity
- B. start date time, end date time, matching attribute, unit of measure, quantity, usage summary lookup
- C. Account, order, order product, usage summary start date time, end date time, quantity
- D. start date time, order product ID, unit of measure, quantity, usage summary lookup, account

Answer: (SHOW ANSWER)

NEW QUESTION: 27

What Planning Strategies Should be taken to Make User Acceptance Testing(UAT) efficient?(Choose 3 options)

- A. Issue change orders for all incidents that arise during testing
- B. Define and agree on acceptance criteria with customer
- C. Execute all tests on behalf of the customer
- D. Finalize test plans before the build Phase completes
- E. Train UAT testers on the new functionality

Answer: B,D,E (LEAVE A REPLY)

NEW QUESTION: 28

Which three data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into Salesforce CPQ?

- A. Migrate Contract and Subscription data via Data Loader
- B. Adopt a change management strategy that requires sales users recreate in-flight quotes within Salesforce CPQ
- C. Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure "Disable Initial Quote Sync" is disabled
- D. Migrate Opportunity, Quote, and Quote Line data via Data Loader
- E. Utilize the Import Lines feature to migrate Quote and Quote Line data

Answer: C,D,E (LEAVE A REPLY)

NEW QUESTION: 29

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. What tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?(Choose 2 options)

- A. Implement Quote Calculator Plugin where Possible to replace price rules.
- B. Replace recursive price rule logic with nested bundles.
- C. Create a support case and request to increase the processing limits so that price rules perform better.
- D. Implement triggers and Apex that behave like price rules.
- E. Implement lookup price rules where applicable

Answer: A,E (LEAVE A REPLY)

NEW QUESTION: 30

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the

hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement.

What should the evaluation event of the product rule be set to?

Answer:

Load universal containers has recently implemented and released CPQ to users in their production environment,after an extensive testing cycle in a sandboxed environment .

NEW QUESTION: 31

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of salesforce. Which service regions should be defined for the Europeans instance of CPQ in order to optimize calculation performance?

- A. Server region has no performance impact
- B. Australia
- C. North America
- D. Europe
- E. japan

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 32

Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?

- A. Multi Dimensional Quoting
- B. Price Rule with lookup table
- C. Discount Schedule
- D. Percent of total

Answer: B (LEAVE A REPLY)

NEW QUESTION: 33

what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. within the pricing sequence
- B. extensive use of quote line custom fields
- C. routine generation of quote having 200 quote lines
- D. multiple automation types (trigger/workflows,flows)on a single object B. External API calls
- E. routine generation of invoices having 200 invoice lines

Answer: ([SHOW ANSWER](#))

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