

Salesforce.Revenue-Cloud-Consultant-Accredited-Professional.v2023-10-07.q39

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NEW QUESTION: 1

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. A sample proposal the client provides to their customers
- B. The client's income statements and balance sheet
- C. brochures that provided detail to the products and services the client offers
- D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- E. The latest release notes found at help.salesforce.com > salesforce CPQ patch notes

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

NEW QUESTION: 2

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Having deep knowledge of competitor Products
- B. Being effective at planning, monitoring and reviewing
- C. Excellent Communication Skills both verbal and written
- D. Understanding design pitfalls and Mitigation actions to course correct
- E. Experience in a selling role with quota responsibilities

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

NEW QUESTION: 3

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- A. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
- B. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.
- C. Recommend the current automations are appropriate, optimize further if necessary.
- D. Recommend using a single automation type for best Performance.

Answer: (SHOW ANSWER)

NEW QUESTION: 4

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

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

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

NEW QUESTION: 5

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

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

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

NEW QUESTION: 6

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 European instance of CPQ in order to optimize calculation performance?

- A. Server region has no performance impact
- B. North America
- C. Europe

D. Australia

E. japan

Answer: (SHOW ANSWER)

NEW QUESTION: 7

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

A. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology

B. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system

C. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

Answer: C (LEAVE A REPLY)

NEW QUESTION: 8

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: 9

Which 3 objects are updated when posting an invoice?

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

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

NEW QUESTION: 10

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. Document the discount approval levels for each approver.
- B. Give sales reps flexibility to apply any discount.
- C. Print out the approval matrix into cards that the sales reps can carry around.
- 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: 11

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. however ,sales user sare getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Legacy subscription data are missing a lookup to a source quote line record
- B. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- D. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

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

NEW QUESTION: 13

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. credit the invoice, correct the order, create and post a new invoice
- C. Cancel and rebill, correct the order, create and post a new invoice.
- D. Delete the invoice record, correct the order, create and Post a new invoice

Answer: C (LEAVE A REPLY)

NEW QUESTION: 14

Universal Containers has recently implemented and released CPQ to users in their production environment.

After an extensive testing Cycle in a sandboxed environment.

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Opportunity Product object.
- C. The User did not have the proper access to the Quote Object.
- D. Revenue Cloud SP23A. The User did not execute post-installation scripts upon their first login to CPQ.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 15

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

What should the Revenue cloud consultantrecommend to address the issue?

- A. 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.
- B. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov.limits
- C. Enable the CPQ Package setting for "Large Quote Experience"
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov.limits

Answer: A (LEAVE A REPLY)

NEW QUESTION: 16

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

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

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

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NEW QUESTION: 17

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Solution Architect
- B. Technical Architect
- C. Project Manager
- D. Customer Success Manager
- E. Developer

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

NEW QUESTION: 18

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

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

NEW QUESTION: 19

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

- A. Human Resource
- B. Customer Service
- C. Accounting and finance
- D. Information Technology
- E. Sales operations

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

A revenue cloud consultant learns salesforce is deploying a new release during the course of the implementation.which two actions should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. submit ticket to support when you want your sandbox updated
- B. review status salesforce.com to determine refresh cutoff dates for the new release
- C. The platform ensures that all sandboxes are upgraded all the same time so wait for theupgrade
- D. Determine whether yours sandbox is on a preview or non-preview instance

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

What are the 3 common CPQ design mistakes to avoidwhile implementing CPQ for yourcustomer?

- A. Creating process buildersand flows to pass data between fields instead of using twin field mapping
- B. Writing customizations for product selection or validation instead of using optionconstraints,product rules,and bundles.
- C. documenting logical architecture diagrams for data flow between systems
- D. designing the product catalog with SKU rationalization in mind
- E. using price book entries to handle attribute based variations instead of lookup price rules

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

NEW QUESTION: 22

Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

- A. Human Resources
- B. Sales Operations
- C. Accounting and Finance
- D. Customer Service
- E. Information Technology

Answer: (SHOW ANSWER)

NEW QUESTION: 23

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 24

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 end date
- D. Set the order start date

Answer: D (LEAVE A REPLY)

NEW QUESTION: 25

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 26

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- B. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
- C. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.

D. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- A. It would be better to create separate quotes for each of the product families
- B. The current solution with three separate price rules is the most optimal solution
- C. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- D. It would be better to use a single price rule with three price actions

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?"

- A. custom action to retrieve purchased quantities from an external source
- B. Contracts, subscriptions and assets should be populated with historical data
- C. Legacy orders and invoice should be migrated
- D. Discount schedules with cross orders checked
- E. use a summary variable targeting the subscription object with a price rule

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

NEW QUESTION: 29

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. Next change date
- B. billing account
- C. invoice run processing status
- D. Billing day of month

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

NEW QUESTION: 30

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

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

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

NEW QUESTION: 31

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

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

Answer: (SHOW ANSWER)

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NEW QUESTION: 32

What are the 3 reasons why you would need an appexchange solution to support generating a document is support of a revenue cloud project?

- A. Contract Redlining
- B. Invoice Generation
- C. Attachments
- D. Electronic signature

E. watermarks

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

NEW QUESTION: 33

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. steps to replace issue
- B. Expected results
- C. description of new requirements that will help fix the issue
- D. expected resolution date
- E. quote number order number or invoice number

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Determine whether your sandbox is on a preview or non preview instance.
- B. Submit a ticket to support when you want your sandbox Updated.
- C. Review status.salesforce.com to determine refresh cutoff for the new release
- D. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

A user story for a Revenue Cloud implementation states. As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". what implementation option should a revenue cloud consultant pursue first?

- A. Set up an invoice scheduler
- B. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- C. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- D. Set up a Payment Scheduler

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

NEW QUESTION: 36

How does Hold Billing work?

- A.** The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- B.** 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".
- C.** It Prevents invoice document generation and stops email notifications from going out to the customer.
- 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: 37

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

- A.** They are computationally Expensive.
- 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 Fields are editable, after the calculation completes the sales user or process automation can overwrite its value
- E.** Formula field data is not always available during CPQ quote calculation

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

NEW QUESTION: 38

Universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?

- A.** Include the field in a custom metadata setting
- B.** Setup a quote calculator plugin to ensure the custom field triggers calculation
- C.** Add the partner type field to the calculating fields field set
- D.** Refresh post install scripts

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

NEW QUESTION: 39

what are 3 risks when using too many cross-object formula fields in a revenue cloud project?

- A.** Formula field are editable after the calculation completes the Sales user or process automation can overwrite its value
- B.** Formulas field data is not always available during CPQ quote calculation
- C.** They can easily exceed limits if not carefully designed and tested

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

E. They are computationally expensive

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

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