

# Salesforce.Revenue-Cloud-Consultant-Accredited-Professional.v2024-01-25.q36

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## NEW QUESTION: 1

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

**Answer: A (LEAVE A REPLY)**

## NEW QUESTION: 2

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

**Answer: D (LEAVE A REPLY)**

## NEW QUESTION: 3

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

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

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

#### **NEW QUESTION: 4**

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

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

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

#### **NEW QUESTION: 5**

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?

Revenue Cloud SP23

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

**Answer: B (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. Australia
- B. japan
- C. North America

- D. Server region has no performance impact
- E. Europe

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

#### **NEW QUESTION: 7**

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- D. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal

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

#### **NEW QUESTION: 8**

Universal containers has setup a partner type custom field on the CPQ quote object inorder to ensure partners receive discounts.setting the partner type on the quote shouldcause a recalculation because the field is an input to theproduct prices.how can partnertype queue a new calculation for the quote?

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

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

#### **NEW QUESTION: 9**

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

What is the most appropriate recommendation tothe customer before designing arevenue cloud solution?

- A. Recommend using a single automation type for best performance
- B. Recommend the current automations are appropriate,optimize further if necessary.
- C. Recommendcontinued use of multiple automation types where revenue cloud capabilities cannotaddress the business requirement.
- D. Recommend to enable the CPQ Package setting for "Large Quote Threshold "to anappropriate value in order to prevent future performance.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 10**

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

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

**NEW QUESTION: 11**

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

- A. Use Automation to set Tax Rule 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 Revenue Recognition 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: ([SHOW ANSWER](#))**

**NEW QUESTION: 12**

How can a Revenue Cloud Consultant create a new payment Method for a credit card thatwill be saved for future Payments?

- A. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
- B. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.
- C. From the Payment credit cards related list, click the new credit card button.
- D. Enter the credit card details into a new payment Method record Click the Tokenizebutton

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

**NEW QUESTION: 13**

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Use bill now on the new Order and consolidate the invoices
- B. use bill now on the new order and reparent the new invoice lines to the existing invoice
- C. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

D. Cancel and Rebill the invoice,add the new Order and run an invoice scheduler to pick all the order up.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 14**

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Products and Bundles
- B. Order Management
- C. Business Process Mapping
- D. Quote Document and e-signature

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 15**

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Business Process Mapping
- B. Products and Bundles
- C. Quote Documentation And Pulggins
- D. Order Management

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 16**

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 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 quote object
- C. the user did not have the proper access to the opportunity product object
- D. the user did not execute post installation scripts upon their first login to CPQ

**Answer: D (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. Project Manager
- B. Technical Architect
- C. Customer Success Manager
- D. Solution Architect
- E. Developer

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

**NEW QUESTION: 18**

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

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

**NEW QUESTION: 19**

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 Process<sup>123</sup>: 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 Customization<sup>3</sup>: 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 Terminology<sup>3</sup>: 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: 20**

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?

- A.** 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
- B.** 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
- C.** 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.
- D.** Enable the CPQ Package setting for "Large Quote Experience"

**Answer: C (LEAVE A REPLY)**

### **NEW QUESTION: 21**

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.** Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- B.** Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- C.** Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- D.** Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology

**Answer: (SHOW ANSWER)**

### **NEW QUESTION: 22**

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 triggers and Apex that behave like 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 Quote Calculator Plugin where Possible to replace price rules.

E. Implement lookup price rules where applicable

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

### **NEW QUESTION: 23**

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?

- A. 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
- B. 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.
- C. Enable the CPQ Package setting for "Large Quote Experience"
- D. 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

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 24**

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 3 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 use a single price rule with 3 price actions
- B. 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
- C. it would be better to create separate quotes for each of the product families
- D. the current solution with 3 separate price rules is the most optimal solution

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 25**

Which three 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. The client's income statements and balance sheet.
- C. A sample proposal the client provides to their customers
- D. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- E. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes

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

**NEW QUESTION: 26**

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?. (Choose 2 options)

- A. Contracts,Subscriptions and Assets should be populated with historical data.
- B. Discount schedules with Cross Orders checked.
- C. Custom Action to retrieve Purchased quantities from an external source
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Legacy Orders and invoices should be migrated

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

**NEW QUESTION: 27**

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

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

**NEW QUESTION: 28**

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

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

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 29**

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

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

**NEW QUESTION: 30**

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. Ask follow up questions to ensure legacy process has business justification
- C. scope in developer resource for customization
- D. scope additional project hours for customization

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 31**

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: ([SHOW ANSWER](#))**

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**NEW QUESTION: 32**

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. Allocate the payment if allocated,create a refund and then create a new payment foraccount B
- B. Set the payment status to canceled and create a new payment on account B
- C. Allocate the payment if allocated and reparent the payment to account B

D. Allocate the payment to an invoice on account B

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 33**

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

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

**Answer: A,E,F (LEAVE A REPLY)**

**NEW QUESTION: 34**

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. Unallocate the payment if allocated and reparent the payment to Account B
- B. Unallocate the Payment if allocated,create a refund and then create a new payment forAccount B
- C. Allocate the Payment to an invoice on Account B.
- D. Set the payment status to cancelled and create a new payment on Account B.

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 35**

An invoice run with a target date of 6/1/20 has completed withno errors.an orderproduct with a next billing date of 6/1/20 did not generate an invoice line. which of thefollowing fields might hold a value that would account for this?

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

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 36**

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

- A. order products

B. Contracted Pricing

C. entitlements

D. Subscription

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

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