Salesforce.Revenue-Cloud-Consultant-Accredited-Professional.v2026-01-08.q37

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NEW QUESTION: 1
Which is the correct sequence of evaluation events for a price rule,quote calculator plugin (QCP) and CPQ package pricing engine?
A. internal initialization calculate formulas calculate quantities on Initialization Before Calculate On Calculate Price Waterfall Calculation After Calculate
B. internal initialization calculate formulas calculate quantities Price WaterfallCalculation on Initialization Before Calculate On Calculate After Calculate
C. internal initialization on Initialization Before Calculate calculate quantities OnCalculatePrice Waterfall Calculation After Calculatecalculate formulas
D. internal initialization on Initializationcalculate formulas Before Calculatecalculatequantities On CalculatePrice Waterfall Calculation After Calculate
Answer: (SHOW ANSWER)
The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:
* Internal Initialization: This is the first step where the system prepares for the calculation process.
* On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.
* Calculate Formulas: The system evaluates formula fields.
* Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.
* Calculate Quantities: The system calculates quantities, for example, bundle components.
* On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

* Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.
* After Calculate: Any price rules that are set to trigger 'After Calculate' are run1.
This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information1. References:
https://help.salesforce.com/s/articleView?
id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5
https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION: 2
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. review status salesforce.com to determine refresh cutoff dates for the new release
B. submit ticket to support when you want your sandbox updated
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)
* Review Salesforce Status: The status.salesforce.com website provides real-time information about the status of Salesforce services, including maintenance windows and release schedules. By checking this site, you can find out when the new release will be available for sandboxes. This information will help you plan your testing activities.
* Submit a Sandbox Refresh Request: If your sandbox is not automatically upgraded to the new release, you can request a sandbox refresh through Salesforce Support. This process will update your sandbox to the latest release, allowing you to test your implementation against the most current features and functionality.
References:
* Salesforce Trailhead: Test New Releases in a Sandbox
* Salesforce Introduces Revenue Cloud

NEW QUESTION: 3
Our customer is headquartered in the US but has operations in Germany. The Germanoperation has CPQ installed in their own EU instance of salesforce. Which service regionshould be defined for the Europeans instance of CPQ in order to optimize calculationperformance?
A. japan
B. North America
C. Server region has no performance impact
D. Europe
E. Australia

Answer: D (LEAVE A REPLY)

NEW QUESTION: 4

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

A. Information

B. Technology

C. Sales operations

D. Accounting and finance

E. Customer Service

F. Human Resource

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

When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handlethe technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

NEW QUESTION: 5

A 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 Region should be defined for the European instance of CPQ in order to optimize calculation performance?

A. Europe

B. Service Region has no performance impact

C. North America

D. Japan

E. Australia

Answer: (SHOW ANSWER)

NEW QUESTION: 6

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. Contracted Pricing

B. order products

C. entitlements

D. Subscription

Answer: (SHOW ANSWER)

Contracted Pricing is the object that stores the negotiated prices and discounts for each account and product combination. Contracted Pricing allows sales users to create new quotes with the same pricing terms that were agreed upon in previous contracts, without having to manually adjust the prices or discounts. Contracted Pricing also enables businesses to maintain pricing consistency and accuracy across different channels and systems. To use Contracted Pricing, legacy data from accounts, contracts, and quotes need to be loaded into the Contracted Pricing object, along with the relevant price book entries and product options. 12 References:

* Contracted Pricing - Salesforce
* Migrate Legacy Data to Contracted Pricing - Salesforce

NEW QUESTION: 7

What does RASIC stand for?

A. Responsible, Actionable, Supporting, Informed, Consulted

B. Responsible, Actionable, Supporting, Informed, Communicate

C. React, Action, Support, Informed, Consulted

D. Responsible, Accountable, Supporting, Informed, Consulted

Answer: D (LEAVE A REPLY)

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done.

There should only be one person responsible.

A (Accountable): This is theperson, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

S (Supporting): The individual(s) in this role actively work on the task and helpthe person responsible.

I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

C (Consulted): People in this role offer adviceor guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews1.

References

Defining Roles and Responsibilities on a Project (RASIC) - NexightGroup

NEW QUESTION: 8

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

A. Human Resources

B. Customer Service

C. Accounting and Finance

D. Sales Operations

E. Information Technology

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

Scoping a Revenue Cloud project involves understanding the business needs, defining the project goals, and planning the implementation strategy12. The teams that should be involved in this process are those that have a direct stake in the project's outcome and can provide valuable input into the project's requirements12. These teams typically include:

* Accounting and Finance: This team can provide insights into the financial processes that the Revenue Cloud project will support, such as billing, revenue recognition, and financial reporting12.

* Sales Operations: This team can provide insights into the sales processes that the Revenue Cloud project will support, such as quote-to-cash, contract management, and sales forecasting12.

* Information Technology: This team can provide technical expertise and support for the implementation of the Revenue Cloud project, including system integration, data migration, and IT infrastructure12. References: 12

NEW QUESTION: 9

Which usage summary field can be used as an external IDto simplify usage uploads afteramendments?

A. Legal entity

B. invoice run

C. auto number

D. source

E. matching ID

Answer: (SHOW ANSWER)

The matching ID field is used to link usage records to usage summaries based on a common identifier. This field is especially useful when there are amendments to the order products, as it allows usage records to be uploaded to the correct usage summary without having to change the order product ID or the usage summary ID. The matching ID field can be used as an external ID to simplify usage uploads after amendments, as it can be populated by a workflow rule or a formula based on certain criteria. 12 References:

* Usage Summary and Usage Fields - Salesforce

* Differences between the 'External ID' field and the 'Unique ID' field setting - Salesforce

NEW QUESTION: 10

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

A. Technical Architect

B. Project Manager

C. Customer Success Manager

D. Developer

E. Solution Architect

Answer: B (LEAVE A REPLY)

A project manager is the role that is primarily responsible for project success, especially when an escalation on a Revenue Cloud project happens. A project manager oversees the end-to-end delivery of a Salesforce project, ensuring that the project is delivered within scope, budget, and timeline. A project manager also coordinates the communication and collaboration among the project team, the customer, and other stakeholders, as well as manages the risks, issues, and changes that may arise during the project lifecycle. A project manager is the first point of contact for any escalation on a Revenue Cloud project, and is expected to resolve the escalation promptly and effectively, by applying the appropriate escalation management process and involving the relevant parties. A project manager also monitors and reports on the project progress, quality, and satisfaction, and ensures that the project meets the customer's expectations and business objectives. 1234

References:

* 1: Your Guide to Salesforce Roles & Responsibilities
* 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel
* 3: Marketing Cloud Consultant Job Description
* 4: What Is Salesforce Revenue Cloud?

NEW QUESTION: 11

Which threedata migration strategies are appropriate for migrating a customer's in-flightquote from another quoting tool into salesforce CPQ?

A. Adopt a change management strategy that requires sales users recreate in-flightquotes within Salesforce CPQ

B. Migrate Opportunity, Quote, and Quote Line data via Data Loader

C. Utilize the Import Lines feature to migrate Quote and Quote Line data

D. Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure "Disable Initial Quote Sync" is disabled

E. Migrate Contract and Subscription data via Data Loader

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

NEW QUESTION: 12

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

A. using price book entries to handle attribute based variations instead of lookup price rules
B. designing the product catalog with SKU rationalization in mind
C. Creating process buildersand flows to pass data between fields instead of using twin field mapping
D. Writing customizations for product selection or validation instead of using optionconstraints,product rules,and bundles.
E. documenting logical architecture diagrams for data flow between systems
Answer: (SHOW ANSWER)
The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:
A: Using price book entries to handle attribute based variations instead of lookup price rules: Price book entries are not designed to handle attribute-based variations. Instead, lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy1.
C: Creating process builders and flows to pass data between fields instead of using twin field mapping:
Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code1.
D: Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles: Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected1.
References:
https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/

NEW QUESTION: 13
What fields are required on the usage record to load and rate the usage?
A. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
B. start date time,order product ID,unit of measure,quantity,usage summary lookup,account
C. Account,order,order product,usage summary start date time,end date time,quantity
D. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity
Answer: D (LEAVE A REPLY)

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period1.
The required fields on the usage record to load and rate the usage are:
* Start Date Time: This field represents the start of the usage period1.
* End Date Time: This field represents the end of the usage period1.
* Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs1.
* Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match1.
* Unit of Measure: This field represents the unit in which the usage is measured1.
* Quantity: This field represents the amount of usage1.
These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing2.
References
* Usage Summary and Usage Fields - Salesforce
* Usage-Based Products - Salesforce

NEW QUESTION: 14
What are the 3 reasons why you would need an appexchangesolution to supportgenerating a document is support of a revenue cloud project?
A. watermarks
B. Attachments
C. Electronic signature
D. Contract Redlining
E. Invoice Generation
Answer: (SHOW ANSWER)
Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:
Watermarks (A): Watermarks can be used to mark documents asconfidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.
Electronic Signature ©: Electronic signatures are often required for contracts and other legal documents.
AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.

Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process.This is a specialized functionality that can be provided by AppExchange solutions.

References

10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy

Revenue Cloud Collection Page - Salesforce

Extending Customer 360 with Salesforce AppExchange

What Is Salesforce AppExchange and How Can I Use It?

NEW QUESTION: 15

The order management plugin functionality allows the architect to override which of thefollowing 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: B (LEAVE A REPLY)

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the abilityto set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce CPQ's broader set of features designed toprovide customizable solutions to complex quoting and order management challenges.

NEW QUESTION: 16

Universal Containers is Preparing to go live with salesforce CPQ howeversales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.Annual revenue is currentlycaptured in the field ARR c on the SBQQ QuoteLine__c Object.Which is the mostefficient solution?

A. Create ARR c on the opportunity Line item object,and create a price rule to copy thevalue from ARR c on SBQQ QuoteLine___c on opportunity Product.

B. Create ARR c on the opportunity Line item object,andcreate a flow to copy the valuefrom ARR c on SBQQ QuoteLine C.

C. Create ARR__c on the opportunity Line item object,Matchingthe field configuration of ARRc on SBQQ QuoteLine C.

D. Create a cross object formula field on the opportunity line item to reference ARR c dataSBQQ QuoteLine C.

Answer: A ([LEAVE A REPLY]())
The Salesforce CPQ (Configure, Price, Quote) system allows for the creation of custom fields on the Opportunity Line Item object, such as ARR c, to capture recurring revenue. This can be used in conjunction with a price rule to copy the value from the corresponding field (ARR c) on the SBQQ QuoteLine__c object.
This solution is efficient as it leverages the existing structure and functionality of Salesforce CPQ, allowing for the seamless integration of recurring revenue data into existing pipeline reports. References:
Salesforce Revenue Cloud documents and learning resources
Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel Get Started with Revenue Intelligence Introduction to Revenue Intelligence for Sales Cloud Getting Started: Revenue Cloud: Salesforce Billing CPQ Object Relationships- Salesforce Object Reference for the Salesforce Platform Salesforce CPQ Clone with Related Button to clone Quotes to a new ...
Troubleshoot Salesforce CPQ Opportunity and Quote sync issues
Bundle configuration errors 'does not belong to SObject Type' or ...
Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1 ...

NEW QUESTION: 17
Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speakingfor the first time in a scopingsession?
A. A sample proposal the client provides to their customers
B. Brochures that provided detail to the products and services the client offers
C. The latest release notes found at helpsalesforce.com>salesforce CPQ patch notes
D. An approval matrix documentation that describe the approvals needed before a quote issent to the customer
E. The clients income statements and balance sheet.
Answer: A,B,D ([LEAVE A REPLY]())

These are three documents that canhelp a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.
A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1 Brochures that provided detail to theproducts and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2 An approval matrix documentation that describe the approvals needed before a quote is sent to the customer:
This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilitiesof the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3 References:
1: This article explains how to create a professional proposal forcustomers using Salesforce CPQ.
2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.
3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION: 18
A Revenue Cloud Consultant Surveys a customer'sSales Cloud implementation anddiscovers Multiple triggers, Workflow and flow Processes applied to the Opportunityobject. 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 to enable the CPQ Package Setting for "Large Quote Threshold" to anappropriate value in order to prevent future performance issues.
C. Recommend continued use of multiple automation types where Revenue Cloudcapabilities cannot address the business requirements
D. Recommend the current automations are appropriate, optimize further if necessary.
Answer: A (LEAVE A REPLY)
When encountering a Salesforce Sales Cloud implementation with multiple triggers, workflow, and flow processes applied to the Opportunity object, it is advisable to

recommend consolidating these automations into a single type. This approach is recommended to optimize performance and maintainability, reducing complexity and potential conflicts between different automation types. Consolidating automations into one trigger, process builder, or flow ensures a more streamlined and efficient execution of business logic, contributing to better system performance and easier troubleshooting and maintenance.

NEW QUESTION: 19

What are three reasons to have the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation?(Q3R)

A. To endorse project plan and timelines of the transformation efforts

B. To be better prepared when they eventually participate as testers in UAT

C. To assure project objectives are being met

D. To validate technical design of the project

E. To provide finality in escalations paths

Answer: (SHOW ANSWER)

Having the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation is crucial for several reasons:

* A. To endorse project plan and timelines of the transformation efforts: Executive sponsorship is essential for endorsing and supporting the project plan and timelines. Their backing ensures that the project aligns with broader organizational goals and gets the necessary resources and attention.

* C. To assure project objectives are being met: Executive sponsors help in assuring that the project objectives align with the business's strategic goals. Their presence in the kickoff meeting reinforces the importance of these objectives and ensures they are clearly communicated and understood by all stakeholders.

* E. To provide finality in escalations paths: Involving executive sponsors in the kickoff provides a clear escalation path for addressing issues that might arise during the implementation. This setup helps in resolving conflicts or challenges swiftly, ensuring the project stays on track.

Executive involvement from the beginning underscores the strategic importance of the project, facilitates alignment on expectations and resources, and establishes a clear governance structure.

NEW QUESTION: 20

One of the automations implemented was to set every new quotecreated as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

A. the user did not have the proper accessto the opportunity product 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 quote object
Answer: (SHOW ANSWER)
Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash1. This includes the creation of quotes2. However, for a user to create a quote, they must have the proper access to the quote object3. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote3. Therefore, the issue that users are reporting could be caused by the lack ofproper access to the quote object. References Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION: 21
Some of the users at universal containers have faced long processing times during quote document generation.
What can be done to reduce the processing times for document generation?
A. Reducing the number of product rules and option constraints
B. increase the number of product of product rules and option constraints
C. using compressed image formats for image files included in the quote document
D. reducing the number of quote line fields displayed in the quote line editor
E. reducing the number of line columns that are included in the quote document
Answer: (SHOW ANSWER)
Reducing processing times during quote document generation in Salesforce CPQ can be achieved through various optimizations. One effective method is using compressed image formats for image files included in the quote document. This reduces the file size of the images, leading to faster loading and processing times when generating quote documents. While the specific reference to this practice is not directly available in the provided Salesforce Revenue Cloud documents, it is a widely recognized optimization technique in document generation processes to enhance performance and reduce loading times.

NEW QUESTION: 22
Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitateamendments and renewals in CPQ.however ,sales user sare getting the 'attempt tode-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. Required fields are missing or incorrectly populated on the legacy contract andsubscription data
D. Legacy subscription data are missing a lookup to a source quote line record
Answer: D (LEAVE A REPLY)

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, thiserror can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due toincorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.
References
Error:Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION: 23
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 following fields mighthold a value that would account for this?
A. billing account
B. Next change date
C. Billing day of month
D. Billing type
E. Invoice run processing status
Answer: (SHOW ANSWER)

NEW QUESTION: 24
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: 25
A Revenue Cloud user story for aSubscription-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 inthe design of this solution?. (Choose 2 options)
A. Custom Action to retrieve Purchased quantities from an external source
B. Contracts,Subscriptions and Assets should be populated with historical data.
C. Use a summary variable targeting the subscriptionobject with a Price Rule.
D. Legacy Orders and invoices should be migrated
E. Discount schedules with Cross Orders checked.

Answer: B,E (LEAVE A REPLY)

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer' s agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage- based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 References:

1: Revenue Management Platform & CPQ Solution - Salesforce.com US

2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel

- Salesforce

3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead

4: Discount Schedules - Salesforce

5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION: 26

An order has 5 order products that bill monthly. One of the order products requires 2 months of charges to appear on the next invoice without modifying invoicing for the other order products. What field will need to be used to accomplish this task?(Q2,3R)

A. Hold Billing

B. Bill Through Date Override

C. Override Next Billing Date

D. Bill Now

E. Target Date

Answer: B (LEAVE A REPLY)

To ensure that one of the order products has 2 months of charges appear on the next invoice without affecting the invoicing of other products, the Bill Through Date Override field should be used. This field allows for the specification of a custom billing end date for a particular order product, enabling charges for multiple periods to be billed in one invoice while not altering the billing schedule of other products. This capability is crucial for flexible

billing arrangements where specific billing requirements need to be met without globally changing the billing processes.
This approach is aligned with Salesforce Billing best practices, providing flexibility in handling individual order product billing needs while maintaining the integrity of the overall billing process.

NEW QUESTION: 27
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?
A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
B. Check both Renewal Forecasted and Renewal Quoted fieldssimultaneously, as soon as the contract is activated
C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
Answer: (SHOW ANSWER)
Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenuemodels1.
The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included21. References Revenue Cycle Management Software by Revenue Cloud - Salesforce Salesforce Introduces Revenue Cloud toHelp Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

NEW QUESTION: 28
Which corrective action should an admin take after noticing an error on a posted invoice?
A. Cancel and rebill, 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. Delete the invoice record, 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)
Upon noticing an error on a posted invoice, the recommended corrective action is to use the "Cancel and Rebill" feature. This process allows an admin to roll back the invoice to its

state before the most recent billing cycle, enabling the correction of errors on the invoice record. This functionality is applicable to both draft and posted invoices, providing a way to address issues such as missing invoice lines or incorrect billing details.
After canceling and rebilling, the admin can correct the order as needed and proceed to create and post a new invoice, ensuring the accuracy of billing records.

NEW QUESTION: 29
A CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?
A. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
B. Ensure users who want to create large quotes have the CPQ Plus license
C. Ensure Salesforce CPQ is upgraded to the latest release
D. Reuse referenced fields across the UI and rules
E. Rules that have a narrower evaluation scope will lead to better performance
Answer: C,D,E (LEAVE A REPLY)
To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:
* C. Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.
* D. Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.
* E. Rules that have a narrower evaluation scope will lead to better performance: Configuring rules to operate within a narrower scope means that fewer calculations are necessary during each transaction, which speeds up the quote generation process.
These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

NEW QUESTION: 30
What are three key characteristics of an implementation partner leading arevenuecloud scoping session?
A. Excellent Communication Skills both verbal and written
B. Being effective at planning,monitoring and reviewing
C. Having deep knowledge of competitor Products
D. Experience in a selling role with quota responsibilities
E. Understanding design pitfalls and Mitigation actions to course correct
Answer: D,E (LEAVE A REPLY)

Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.
Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track.
It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.
Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during theimplementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.
While having deep knowledge of competitor products © and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION: 31
Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.
They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?
A. Same products with different serial numbers
B. Same product names with different attribute values
C. Same product names with different bulk discount levels
D. Same product names commonly found in the same bundle
E. Same product names with different Term length
Answer: (SHOW ANSWER)
SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs1. This process is crucial in managing SKUproliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios2.
In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:
B). Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage2.
D). Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases2.

E). Same product names with different Term length: Productsthat are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing2.
https://www.simplus.com/sku-rationalization-strategy/

NEW QUESTION: 32
A Company that sells hardware and software has a project Requirement to migrate legacyInstall base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?
A. Order
B. Assets
C. Quote
D. Subscriptions
E. Order Product.
Answer: B,D (LEAVE A REPLY)
To migrate legacy install base into Salesforce CPQ along with the contract, the Revenue Cloud Consultant needs to populate the Assets and Subscriptions objects. These objects store the information about the products and services that the customer has purchased and are associated with the contract. The Assets object tracks the physical products, such as hardware and software licenses, that have been delivered or activated for the customer. The Subscriptions object tracks the recurring products, such as software subscriptions or maintenance plans, that have a defined billing frequency and term. By populating these objects, the Revenue Cloud Consultant can preserve the history of the customer's purchases and enable the features of Salesforce CPQ, such as renewals, amendments, and co-termination. References:
* Migrate Legacy Data to Salesforce CPQ
* [Assets]
* [Subscriptions]

NEW QUESTION: 33

What are three fundamental principles when scoping a Revenue CloudProject?

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: 34

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

A. Migration from Sandbox to Production

B. A Design Document

C. Complete deployment migration plan

D. Customer Acceptance sign off

E. A Change Order

Answer: D ([LEAVE A REPLY])

NEW QUESTION: 35

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. Communication to the customer ongoing adjustment can be made as long as we're inthe build phase.
B. Implement the lookup price rules immediately then review with the solution Architect.
C. Communicate these changes to the project manager who will evaluate the impact toscope, timeline and budget them determine the next course of action
D. Consult with the solution Architect first who will expedite the updates to the designdocuments, then implement the changes immediately.
E. Gather more details, if it requires a low level of effort then implement immediatelybefore starting the next sprint, Otherwise Complete on the subsequent sprint.
Answer: C ([LEAVE A REPLY])
According to the Salesforce Revenue Cloud Implementation Guide, any changes to the design document during the build phase should be communicated to the project manager, who will assess the impact of the changes on the project scope, timeline, and budget. The project manager will then decide whether to accept, reject, or defer the changes, and update the project plan accordingly. This is the best practice to ensure that the project is delivered on time, on budget, and with the expected quality and functionality.
Implementing the lookup price rules immediately without consulting the project manager or the solution architect could result in errors, inconsistencies, or conflicts with the existing design or other components of the solution. It could also cause delays or rework if the changes are not aligned with the customer's expectations or requirements. Therefore, option B and option E are not appropriate.
Consulting with the solution architect first could help to expedite the updates to the design document, but it would still require the approval of the project manager and the customer before implementing the changes.
Therefore, option D is not sufficient.
Communication to the customer that ongoing adjustments can be made as long as we are in the build phase could create confusion or unrealistic expectations about the project scope and timeline. It could also undermine the credibility and authority of the project manager and the solution architect, who are responsible for managing the project and ensuring the quality of the solution. Therefore, option A is not advisable.
References:
* 1: Salesforce Revenue Cloud Implementation Guide, page 17
* 2: Lookup Price Rule query considerations with Salesforce CPQ 3

NEW QUESTION: 36
Which three objects are updated when posting an invoice?
A. Order Products
B. Quote
C. Invoice
D. Invoice Line
E. Quote Line

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

NEW QUESTION: 37

During user acceptance testing (UAT) a tester submitsan incident because the invoicetotal did not match the expected results. Which 3 types of information should be includedin the description of the incident and a quick resolution?

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

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

During User Acceptance Testing (UAT), when an incident is submitted due to a discrepancy in the invoice total, the following information should be included in the description of the incident for aquick resolution:

BQuote number, order number, or invoice number: This information is crucial as it helps identify the specific transaction that has caused the issue1.

D). Steps to reproduce the issue: Providing a clear and detailed step-by-step process to reproduce the issue is essential. This allows the team to understand the exact scenario under which the issue occurs, making it easier to diagnose and resolve1.

E). Expected results: Clearly stating what the expected results should be provides a benchmark against which the actual results can be compared. This helps in understanding the deviation and the impact of the issue1.

References

Learn About User Acceptance Testing Unit | Salesforce Trailhead

User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education Resolve an Incident - Salesforce Steps to Implement IncidentManagement in Your Salesforce Org