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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a valuable certification for professionals who want to become experts in revenue management within the Salesforce platform. It is a comprehensive exam that covers all aspects of revenue management, and requires extensive knowledge and experience in this area. Salesforce Revenue Cloud Consultant Accredited Professional certification is highly regarded within the Salesforce community and is recognized as a mark of expertise in revenue management.

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an advanced certification that requires extensive knowledge and experience with revenue management. Revenue-Cloud-Consultant-Accredited-Professional exam covers topics such as revenue recognition, pricing and discounting, product management, billing and collections, and revenue forecasting. It is designed to test the candidate's ability to design and implement revenue management solutions within the Salesforce platform.

Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q156-Q161):

NEW QUESTION # 156

User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education Resolve an Incident - Salesforce Steps to Implement Incident Management in Your Salesforce Org QUESTION NO:62 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: C

Explanation:

In Salesforce Revenue Cloud, particularly within Salesforce Billing, when an invoice has already been posted and there's a need to add more items from another order associated with that account, one effective approach is to use credit and debit notes. This method allows for adjustments to the invoice's balance while maintaining the availability of the original invoice and invoice line records for reference. This process can be particularly useful in scenarios where a mistake, such as an incorrect account address leading to an incorrect tax calculation, needs to be corrected after the invoice has already been posted.

NEW QUESTION # 157

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

Answer: C

Explanation:

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product. The system evaluates several fields to calculate an order product's next billing date. If the order product is billed in advance, Salesforce evaluates the order's billing day of month to choose the nearest date on or before the order product's start date. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line. References Understanding Next Billing Date - Salesforce

NEW QUESTION # 158

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

Answer: C,D

Explanation:

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.

Reference:

Salesforce Trailhead: Test New Releases in a Sandbox

Salesforce Introduces Revenue Cloud

NEW QUESTION # 159

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

Answer: D

Explanation:

Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models¹.

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 included².
References Revenue Cycle Management Software by Revenue Cloud - Salesforce
Salesforce Introduces Revenue Cloud to Help 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 # 160

Which valid actions can a consultant perform on a standard context definition?

- A. Deactivate & Edit
- **B. Extend & Clone**
- C. Copy & Edit

Answer: B

NEW QUESTION # 161

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