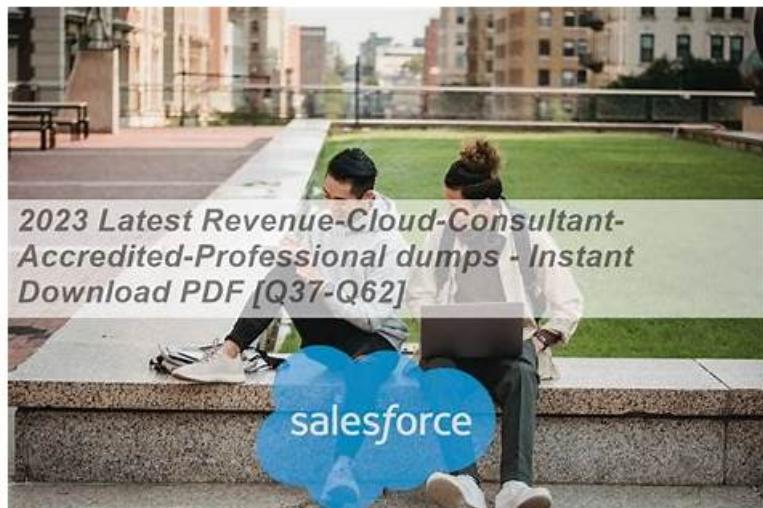# Latest Revenue-Cloud-Consultant-Accredited-Professional Braindumps Pdf & Revenue-Cloud-Consultant-Accredited-Professional Test Preparation

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Earning the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification is a great way for professionals to demonstrate their expertise in managing revenue processes using Salesforce. It can help them stand out in a competitive job market and increase their earning potential. Additionally, it can help businesses identify individuals who have the skills and knowledge needed to manage their revenue streams effectively.

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 Sample Questions (Q128-Q133):

NEW QUESTION # 128
A project is moving from the design phase to the build phase.
What should a Revenue Cloud Consultant do to ensure a successful build cycle?

- A. Write user stories, have user workshops to confirm requirements, and build test use cases.
- B. Build in the production environment, let users test it live, and provide feedback in real time.
- C. Set up environments for development, testing, and production, and choose a deployment tool.

Answer: C

NEW QUESTION # 129
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 Charge Date equal to or earlier January 15
- B. Order Products with Next Billing Date equal to or earlier than January 15
- C. Usage Summaries with Next Billing Date equal to or earlier than January 15
- D. Order Products with Next Billing Date equal to or after January 15

Answer: B

Explanation:
In Salesforce Revenue Cloud, an Invoice Scheduler is used to automate the generation of invoices for billable order products. The Invoice Scheduler uses an Invoice Run to evaluate when and if an Order Product gets invoiced1.
When the Invoice Scheduler is set up with a Target Date (e.g., January 15) and Bill Usage Charges is set to False, it will generate invoice lines for Order Products with a Next Billing Date that is equal to or earlier than the Target Date1. This is because the Invoice Run is looking for eligible Order Products that match its criteria, which in this case would be Order Products with a Next Billing Date on or before the Target Date1.
It's important to note that the Invoice Scheduler kicks off Invoice Runs when it hits the start time that you specify. For example, if you have a monthly Invoice Scheduler that runs on the 15th of every month, it will generate invoices for all Order Products with a Next Billing Date of January 15 or earlier1.
Reference:
Use Invoice Scheduler to Generate Invoices - Salesforce
Using Invoice Schedulers to Automate Invoice Creation - Salesforce

NEW QUESTION # 130
What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

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

Answer: B,C,D

NEW QUESTION # 131
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. The clients income statements and balance sheet.
- B. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- C. A sample proposal the client provides to their customers
- D. Brochures that provided detail to the products and services the client offers
- E. The latest release notes found at help salesforce.com>salesforce CPQ patch notes

Answer: B,C,D

Explanation:

These are three documents that can help 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 the products 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 responsibilities of 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 Reference:

1: This article explains how to create a professional proposal for customers 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 # 132

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. entitlements
- C. Subscription
- D. Contracted Pricing

Answer: D

Explanation:

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 # 133

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