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Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q137-Q142):

NEW QUESTION # 137

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. 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 subscription object with a Price Rule.
- D. Discount schedules with Cross Orders checked.
- E. Legacy Orders and invoices should be migrated

Answer: B,D

Explanation:
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 Reference:
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 Subscriptions Unit | Salesforce Trailhead
4: Discount Schedules - Salesforce
5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION # 138

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

Answer: C

Explanation:
When a Revenue Cloud customer needs to add more items from another order to a posted invoice without using invoice batches, the recommended approach is to "Cancel and Rebill" the invoice. This process involves rolling the invoice back to its state before the most recent billing cycle, allowing corrections or additions to be made to the invoice record. This action is applicable to both draft and posted invoices and is designed to address errors or changes needed on the invoice, such as adding new order items. This method ensures that all necessary adjustments are made while maintaining the integrity of the invoice's audit trail and data.

NEW QUESTION # 139

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 # 140
What does RASIC stand for?

- A. React, Action, Support, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Consulted
- C. Responsible, Accountable, Supporting, Informed, Consulted
- D. Responsible, Actionable, Supporting, Informed, Communicate

Answer: C

Explanation:
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 the person, 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 help the 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 advice or 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) - Nexight Group

NEW QUESTION # 141
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. Allocate the payment if allocated and reparent the payment to account B
- C. Set the payment status to canceled and create a new payment on account B
- D. Allocate the payment to an invoice on account B

Answer: A

Explanation:
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:
* Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This
* means assigning the payment to the specific invoice it was intended for.
* Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.

* Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B.
It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.
References:
* Use Payments to Correct Errors on Posted Refunds - Salesforce
* Make a Payment on an Invoice - Salesforce
* Payments and Credits - Salesforce

NEW QUESTION # 142

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