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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q147-Q152):

NEW QUESTION # 147

A pricing administrator is tasked with providing a system discount based on certain characteristics of a product. The 'Advanced Training' product is based on a product classification called 'Training' and has five attributes defined, each having a Yes or No option. The pricing administrator marks three attributes on 'Advanced Training' as Price Impacting and then updates Attribute Based Adjustments to finalize all requirements. How many records will this create in the Attribute Discount Entries' lookup table?

- A. 0
- B. 1

- C. 2

Answer: A

NEW QUESTION # 148

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. Bill Now
- D. Target Date
- E. Override Next Billing Date

Answer: B

Explanation:

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 # 149

What does RASIC stand for?

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

Answer: D

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 reviews.

References

* Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

NEW QUESTION # 150

A business requirement for a Revenue Cloud project identifies the need for a contract agreement to hide and show clauses based on Account specific fields dynamically Which token should the implementation consultant use on the document template to show the appropriate clauses at runtime?

- A. Repeating content tokens
- **B. Conditional evaluation tokens**
- C. Variable tokens

Answer: B

NEW QUESTION # 151

Universal Containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. Setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. How can partner type 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. Refresh post install scripts
- D. Include the field in a custom metadata setting

Answer: B

NEW QUESTION # 152

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