

# Revenue-Cloud-Consultant-Accredited-Professional Dump Check | Revenue-Cloud-Consultant-Accredited-Professional Latest Test Braindumps



All these features make the Revenue-Cloud-Consultant-Accredited-Professional exam practice question the ideal study material for Revenue-Cloud-Consultant-Accredited-Professional exam preparation and it is designed to assist you in Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) practice test. We guarantee you that you will not find all these top-rated features anywhere. They are only available with Revenue-Cloud-Consultant-Accredited-Professional exam questions format.

The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting, products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

>> Revenue-Cloud-Consultant-Accredited-Professional Dump Check <<

## Revenue-Cloud-Consultant-Accredited-Professional Latest Test Braindumps | Latest Revenue-Cloud-Consultant-Accredited-Professional Dumps Book

With the Salesforce Revenue-Cloud-Consultant-Accredited-Professional certification exam you will get an opportunity to learn new and in-demand skills. In this way, you will stay updated and competitive in the market and advance your career easily. To do this you just need to pass the Salesforce Revenue Cloud Consultant Accredited Professional Revenue-Cloud-Consultant-Accredited-Professional Certification Exam.

### Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q80-Q85):

#### NEW QUESTION # 80

Universal Containers sell boxes based on size, Price for a specific product is based on the selection of length and width and height, which CPQ pricing functionality should be used here?

- A. Price Rule with lookup table
- B. Percent of total
- C. Discount Schedule
- D. Multi Dimensional Quoting

**Answer: D**

Explanation:

Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes

based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. Reference:

Create a Multidimensional Quote

Revenue Management Platform & CPQ Solution

Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

### NEW QUESTION # 81

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Load and Edit
- B. Load.
- C. Save
- D. Always

**Answer: A**

Explanation:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:

- \* Load: The rule will be evaluated when the product bundle is opened.
- \* Edit: The rule will be evaluated when the product bundle is edited.
- \* Save: The rule will be evaluated upon Save.
- \* Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

References

- \* Salesforce CPQ Product Rules: General Considerations
- \* Decide When Rules Evaluate Unit | Salesforce Trailhead
- \* Product Rules - Salesforce

### NEW QUESTION # 82

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. A sample proposal the client provides to their customers
- B. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- C. The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce-CPQ-patch-notes)
- D. Brochures that provided detail to the products and services the client offers
- E. The client's income statements and balance sheet.

**Answer: A,B,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 References:

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 # 83

A customer is using a price book to populate list prices. They need to override the list price by 10% if the product is being sold in an emerging market. Emerging market is identified on the quote via a custom field.

What should a pricing designer do to solve this?

- A. Use a formula-based pricing element to apply an override to the list price and use that to populate the list price for further calculations like total, discount, net prices, etc.
- B. Use a formula-based pricing element to apply an override to the list price value and populate a line item custom field for further calculations like total, discount, net prices, etc
- C. Use a formula based pricing element to apply the override to the unit price and use that to populate the list price for further calculations like total, discount, net prices, etc.

**Answer: A**

### NEW QUESTION # 84

Sales reps at UC were facing governor limits while configuring certain large bundles, the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles. What should the admin do to resolve this issue?

- A. Enable large configurations setting should not be used in such a case
- B. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- C. All bundles that have more than 20 product should be split into smaller bundles
- D. Recommend CPQ and billing design solutions within proper capabilities

**Answer: B**

Explanation:

\* Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

\* Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized.

Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune your implementation.

\* Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary.

Avoid using it indiscriminately across all bundles.

References:

\* Salesforce Enable Large Configurations Documentation

\* Salesforce Trailhead: Understand Scalability

\* Salesforce Revenue Cloud Overview

### NEW QUESTION # 85

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