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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is a specialized certification that is awarded to individuals who have demonstrated their expertise in managing the sales processes of an organization using Salesforce Revenue Cloud.

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

NEW QUESTION # 80

Which three options might cause incorrect future invoicing for an amended order product?

- A. Having a subscription on the Contract be linked to an unallocated Payment
- B. Contracting from the Amended Opportunity
- C. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
- D. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines
- E. Not contracting the Amendment Order

Answer: C,D,E

Explanation:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A: Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing¹.

B: Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines:

If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order².

C: Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft:

If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order².

References: Salesforce Revenue Cloud documents¹²

NEW QUESTION # 81

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- A. Excellent Communication Skills both verbal and written
- B. Experience in A Selling Role With Quota Responsibilities
- C. Understanding Design pitfalls and Migration actions to course correct
- D. Being Effective at planning monitoring and reviewing E). Having Deep Knowledge of competitor products

Answer: A,C,D

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A). Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C). Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D). Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all

tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References:

https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 82

A company utilizes a robust order fulfillment system. A critical step in the process, a manual review, is designed to take up to 60 minutes to complete. To ensure proactive management and prevent potential Service Level Agreement (SLA) breaches, the company configures its system to trigger an alert if the task hasn't been completed 15 minutes before its scheduled end. Based on this scenario, which key parameters were configured in the company's Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Task Priority and Escalation Rule
- B. Completion Deadline and Warning Interval
- C. Estimated Duration and Jeopardy Threshold

Answer: C

NEW QUESTION # 83

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

Answer: A

Explanation:

Load universal containers has recently implemented and released CPQ to users in their production environment, after an extensive testing cycle in a sandboxed environment .

NEW QUESTION # 84

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

- A. The Amendments and Renewals process will be subject to customizations
- B. Extracting from multiple sources takes additional resources and time to access and process
- C. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- D. The creation of external objects will bypass the need for legacy data migration
- E. Large volumes of data take a longer time to load.

Answer: B,C,E

Explanation:

Legacy data migration is a critical aspect of a Revenue Cloud implementation and certain considerations can indeed expand the project scope:

A: Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results: Data quality is a key factor in any data migration project. If the legacy data is fragmented or incomplete, additional effort will be required to aggregate and validate the data before it can be migrated to the new system.

B: Extracting from multiple sources takes additional resources and time to access and process: If the legacy data resides in multiple sources, it can increase the complexity of the data extraction process. This can require additional resources and time, thus expanding the project scope.

E: Large volumes of data take a longer time to load: The volume of data to be migrated can significantly impact the time required for the data load process. Large volumes of data can take a longer time to load, which can extend the project timeline.

C: The creation of external objects will bypass the need for legacy data migration: While creating external objects can help integrate external data sources with Salesforce, it doesn't necessarily bypass the need for data migration. The data still needs to be accessible and in a format that Salesforce can understand³.

D: The Amendments and Renewals process will be subject to customizations: While amendments and renewals are important aspects of the CPQ process, they are not directly related to the data migration process³.

References: Salesforce Data Migration Best Practices¹, Salesforce Data Migration Challenges³, Considerations for Legacy Data Migration⁴, Tips for Successful Data Migration².

NEW QUESTION # 85

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