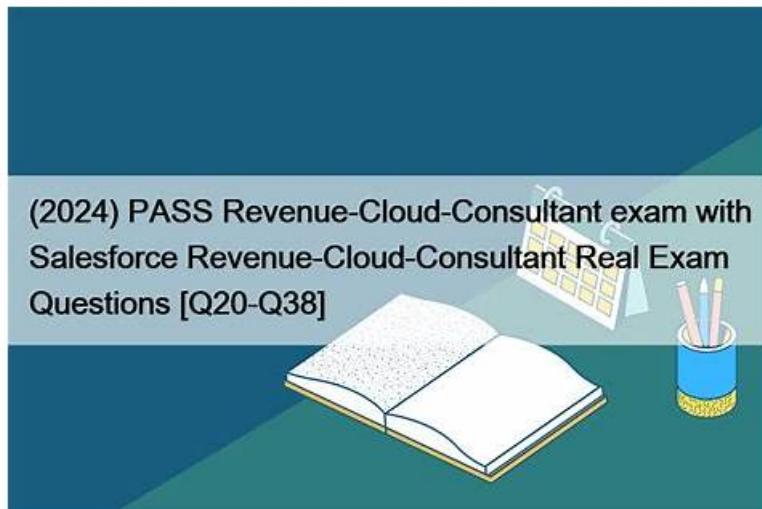


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To be eligible for the Salesforce Revenue Cloud Consultant Accredited Professional certification, candidates must have a minimum of six months of experience working with Salesforce Revenue Cloud solutions. Additionally, candidates must complete the Salesforce Revenue Cloud Consultant training course, which covers the fundamentals of the platform and provides candidates with the knowledge they need to pass the certification exam. The training course is available online and can be completed at the candidate's own pace.

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

NEW QUESTION # 147

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

- B. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- C. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- D. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system

Answer: C

Explanation:

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

AMap legacy CPQ system capabilities to ensure there is no loss of logic from the older system. It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic12.

B: Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology. Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud13.

D: Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system. To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users14.

References

[Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales](#)
[Salesforce Revenue Cloud: A Guide | BillingPlatform CRM Implementation Considerations- Salesforce The Ultimate Guide to Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration](#)

NEW QUESTION # 148

A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or taxexempt depending on a custom field that holds the industry. " What is the appropriate solution to address this requirement?

- A. Use automation to set the Billing Rule based on the value of the custom field
- B. Use automation to set the Tax Treatment based on the value of the custom field
- C. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- D. Use automation to set the Tax Rule based on the value of the custom field

Answer: D

Explanation:

For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes.

Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

Reference: [Salesforce CPQ Taxation Guide](#)

NEW QUESTION # 149

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG is used only for reporting; BSs are unrelated to order activity.
- B. A BSG groups related BSs under a single order product, even across amendments.
- C. BSs are manually created, while BSGs are optional.

Answer: B

NEW QUESTION # 150

What Planning Strategies Should be taken to Make User Acceptance Testing (UAT) efficient? (Choose 3 options)

- A. Execute all tests on behalf of the customer
- B. Train UAT testers on the new functionality
- C. Issue change orders for all incidents that arise during testing
- D. Define and agree on acceptance criteria with customer
- E. Finalize test plans before the build phase completes

Answer: B,D,E

Explanation:

User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performed in a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:

Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases.

Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12 Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the business processes and workflows that the software supports, as well as the new features and enhancements that are being tested. Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand the expected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34 Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software.

Finalizing the test plans before the build phase completes ensures that the UAT phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment. It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6] References:

Learn About User Acceptance Testing

User Acceptance Testing Strategies for Large Data Volume Scenarios

5x Salesforce Professional Revenue Cloud Tests 2023

A Guide to Salesforce User Testing (UAT)

NEW QUESTION # 151

A Revenue Cloud project has a requirement where a product can be either 16% or 52% taxable or tax exempt depending on a custom field that holds the industry. "What is the appropriate solution to address this requirement?

- A. Use automation to set the Billing Rule based on the value of the custom field
- B. Use automation to set the Tax Treatment based on the value of the custom field
- C. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- D. Use automation to set the Tax Rule based on the value of the custom field

Answer: D

Explanation:

For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes. Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 152

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