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Questions & Answers PDF

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Version: 8.3

Question: 1

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- B. Implement the lookup price rules immediately then review with the solution Architect.
- C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action
- D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.

Answer: C

Explanation:

According to the Salesforce Revenue Cloud Implementation Guide, any changes to the design document during the build phase should be communicated to the project manager, who will assess the impact of the changes on the project scope, timeline, and budget. The project manager will then decide whether to accept, reject, or defer the changes, and update the project plan accordingly. This is the best practice to ensure that the project is delivered on time, on budget, and with the expected quality and functionality.

Implementing the lookup price rules immediately without consulting the project manager or the solution architect could result in errors, inconsistencies, or conflicts with the existing design or other components of the solution. It could also cause delays or rework if the changes are not aligned with the customer's expectations or requirements. Therefore, option B and option E are not appropriate.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q28-Q33):

NEW QUESTION # 28

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Orders
- B. Renewals
- C. Customer Asset LifeCycle Management(CALM)
- **D. Subscriptions**
- E. Amendments

Answer: D

NEW QUESTION # 29

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- **A. Project Manager**
- B. Customer Success Manager
- C. Developer
- D. Solution Architect
- E. Technical Architect

Answer: A

Explanation:

In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager¹. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion². This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget².

When an escalation happens, the Project Manager is typically the one who steps in to resolve the issue. They work closely with all stakeholders, including the Solution Architect, Technical Architect, Customer Success Manager, and Developer, to ensure that the project stays on track and meets its objectives¹.

References:

- * What Does a Salesforce Project Manager Do? - Salesforce Ben
- * Learn About the Salesforce Admin Role - Trailhead

NEW QUESTION # 30

What 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. routine generation of invoices having 200 invoice lines
- B. routine generation of quote having 200 quote lines
- **C. extensive use of quote line custom fields**
- **D. multiple automation types (trigger/workflows, flows) on a single object**
- **E. External API calls within the pricing sequence**

Answer: C,D,E

Explanation:

The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:

A: Multiple automation types (trigger/workflows, flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation.

B: External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation.

C: Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation.

References: 1

<https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesforce> Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

NEW QUESTION # 31

During a transaction, which capability does the Transaction Line Editor provide?

- A. Filtering
- B. Auto Save Changes
- C. Drag to Sort

Answer: A

NEW QUESTION # 32

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization calculate formulas calculate quantities on Initialization Before Calculate On Calculate Price Waterfall Calculation After Calculate
- B. internal initialization on Initialization calculate formulas Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate
- C. internal initialization on Initialization Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate calculate formulas
- D. internal initialization calculate formulas calculate quantities Price Waterfall Calculation on Initialization Before Calculate On Calculate After Calculate

Answer: B

NEW QUESTION # 33

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