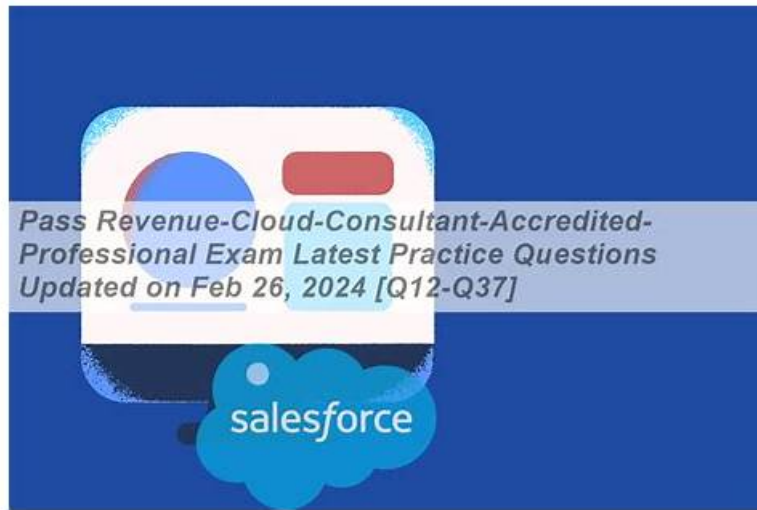


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To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q92-Q97):

NEW QUESTION # 92

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

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

- E. Amendments

Answer: B

NEW QUESTION # 93

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. expected resolution date
- B. quote number, order number, or invoice number
- C. Expected results
- D. description of new requirements that will help fix the issue
- E. steps to replace issue

Answer: B,C,E

Explanation:

During User Acceptance Testing (UAT), when an incident is submitted due to a discrepancy in the invoice total, the following information should be included in the description of the incident for a quick resolution:

B: Quote number, order number, or invoice number: This information is crucial as it helps identify the specific transaction that has caused the issue.

D: Steps to reproduce the issue: Providing a clear and detailed step-by-step process to reproduce the issue is essential. This allows the team to understand the exact scenario under which the issue occurs, making it easier to diagnose and resolve.

E: Expected results: Clearly stating what the expected results should be provides a benchmark against which the actual results can be compared. This helps in understanding the deviation and the impact of the issue.

References

- * Learn About User Acceptance Testing Unit | Salesforce Trailhead
- * User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education
- * Resolve an Incident - Salesforce
- * Steps to Implement Incident Management in Your Salesforce Org

NEW QUESTION # 94

What planning strategies should be taken to make user acceptance testing (UAT) efficient?

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

Answer: D

Explanation:

For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is a widely recognized best practice in UAT planning and execution in software development and implementation projects.

NEW QUESTION # 95

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- B. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- C. Use bill now on the new Order and consolidate the invoices.
- D. use bill now on the new order and reparent the new invoice lines to the existing invoice

Answer: B

Explanation:

When a Revenue Cloud customer needs to add more items from another order to a posted invoice without using invoice batches, the recommended approach is to "Cancel and Rebill" the invoice. This process involves rolling the invoice back to its state before the most recent billing cycle, allowing corrections or additions to be made to the invoice record. This action is applicable to both draft and posted invoices and is designed to address errors or changes needed on the invoice, such as adding new order items. This method ensures that all necessary adjustments are made while maintaining the integrity of the invoice's audit trail and data.

NEW QUESTION # 96

User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education Resolve an Incident - Salesforce Steps to Implement Incident Management in Your Salesforce Org QUESTION NO:62 A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- **B. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.**
- C. Use bill now on the new Order and consolidate the invoices
- D. use bill now on the new order and reparent the new invoice lines to the existing invoice

Answer: B

Explanation:

In Salesforce Revenue Cloud, particularly within Salesforce Billing, when an invoice has already been posted and there's a need to add more items from another order associated with that account, one effective approach is to use credit and debit notes. This method allows for adjustments to the invoice's balance while maintaining the availability of the original invoice and invoice line records for reference. This process can be particularly useful in scenarios where a mistake, such as an incorrect account address leading to an incorrect tax calculation, needs to be corrected after the invoice has already been posted.

NEW QUESTION # 97

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