

New Revenue-Cloud-Consultant-Accredited-Professional Test Online & Valid Test Revenue-Cloud-Consultant-Accredited-Professional Braindumps



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Salesforce Revenue Cloud is a robust platform that provides businesses with a comprehensive suite of revenue management tools. The platform enables businesses to manage their sales cycle from lead generation to cash collection. The Salesforce Revenue Cloud Consultant Accredited Professional certification exam tests candidates on their ability to implement and configure the Salesforce Revenue Cloud solution to meet the needs of their clients. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, pricing and discounting, billing and invoicing, and revenue forecasting.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q46-Q51):

NEW QUESTION # 46

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

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

Calculation After Calculate

Answer: D

NEW QUESTION # 47

A revenue cloud consultant learns salesforce is deploying a new release during the course of the implementation. which two actions should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. The platform ensures that all sandboxes are upgraded all the same time so wait for the upgrade
- B. submit ticket to support when you want your sandbox updated
- C. Determine whether yours sandbox is on a preview or non-preview instance
- D. review status salesforce.com to determine refresh cutoff dates for the new release

Answer: C,D

Explanation:

* Review Salesforce Status: The status.salesforce.com website provides real-time information about the status of Salesforce services, including maintenance windows and release schedules. By checking this site, you can find out when the new release will be available for sandboxes. This information will help you plan your testing activities.

* Submit a Sandbox Refresh Request: If your sandbox is not automatically upgraded to the new release, you can request a sandbox refresh through Salesforce Support. This process will update your sandbox to the latest release, allowing you to test your implementation against the most current features and functionality.

References:

* Salesforce Trailhead: Test New Releases in a Sandbox

* Salesforce Introduces Revenue Cloud

NEW QUESTION # 48

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?

- A. Legacy orders and invoice should be migrated
- B. custom action to retrieve purchased quantities from an external source
- C. Contracts, subscriptions and assets should be populated with historical data
- D. use a summary variable targeting the subscription object with a price rule
- E. Discount schedules with cross orders checked

Answer: C,E

NEW QUESTION # 49

What does the 'safe harbor' slide at the beginning of every salesforce presentation means?

- A. You and/or your customer are making scoping, design, planning, purchasing, making decisions based on current and available capabilities
- B. anything presented from salesforce must be kept confidential
- C. new release capabilities will not have impact to existing implementations
- D. roadmap capability will be released exactly as they are demonstrated

Answer: A

NEW QUESTION # 50

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. order products

- B. Subscription
- **C. Contracted Pricing**
- D. entitlements

Answer: C

Explanation:

Contracted Pricing is the object that stores the negotiated prices and discounts for each account and product combination. Contracted Pricing allows sales users to create new quotes with the same pricing terms that were agreed upon in previous contracts, without having to manually adjust the prices or discounts. Contracted Pricing also enables businesses to maintain pricing consistency and accuracy across different channels and systems. To use Contracted Pricing, legacy data from accounts, contracts, and quotes need to be loaded into the Contracted Pricing object, along with the relevant price book entries and product options. 12 References:
 * Contracted Pricing - Salesforce
 * Migrate Legacy Data to Contracted Pricing - Salesforce

NEW QUESTION # 51

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