

industries and business models.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q14-Q19):

NEW QUESTION # 14

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

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

Answer: A,C,D

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 system¹.
- 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 scope¹.
- 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 timeline².
- 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.

NEW QUESTION # 15

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. A Design Document
- B. Migration from Sandbox to Production
- **C. Customer Acceptance sign off**
- D. A Change Order
- E. Complete deployment migration plan

Answer: C

NEW QUESTION # 16

A Revenue Cloud Project has a requirement where a Product can be either 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 Tax Rule Based on the value of the custom field.
- **B. Use Automation to set Tax Treatment Based on the value of the custom field.**
- C. Use Automation to set Billing Rule Based on the value of the custom field.
- D. Use Automation to set Revenue Recognition Rule Based on the value of the custom Field.

Answer: B

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field. This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case. By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field. This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention. References: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales

NEW QUESTION # 17

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Usage Summaries with Next Billing Date equal to or earlier than January 15
- **B. Order Products with Next Billing Date equal to or earlier than January 15**
- C. Order Products with Next Charge Date equal to or earlier January 15
- D. Order Products with Next Billing Date equal to or after January 15

Answer: B

NEW QUESTION # 18

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

Answer:

Explanation:

Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

NEW QUESTION # 19

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