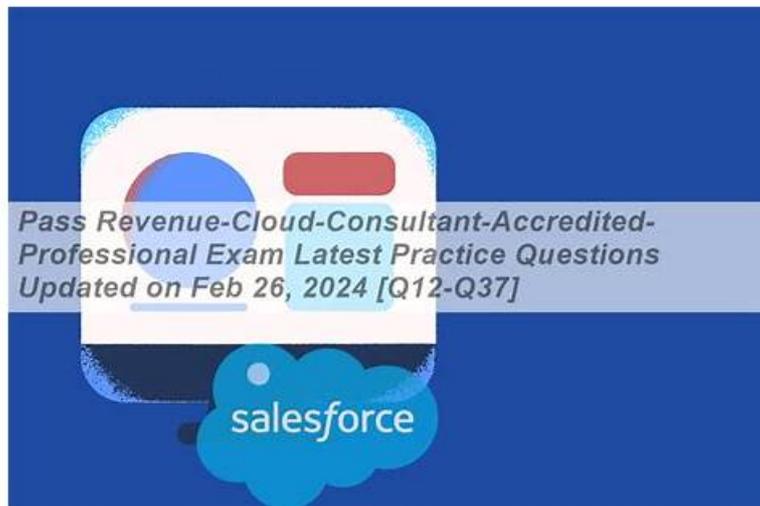


Overcome Exam Challenges with Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Questions



Some practice materials keep droning on the useless points of knowledge. In contrast, being venerated for high quality and accuracy rate, our Revenue-Cloud-Consultant-Accredited-Professional training quiz received high reputation for their efficiency and accuracy rate originating from your interests, and the whole review process may be easier than you have imagined before. Numerous of our loyal customers wrote to us to praise that the Revenue-Cloud-Consultant-Accredited-Professional Exam Questions are the same with the real exam questions and they passed Revenue-Cloud-Consultant-Accredited-Professional exam with ease.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an advanced certification that requires extensive knowledge and experience with revenue management. Revenue-Cloud-Consultant-Accredited-Professional exam covers topics such as revenue recognition, pricing and discounting, product management, billing and collections, and revenue forecasting. It is designed to test the candidate's ability to design and implement revenue management solutions within the Salesforce platform.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a highly regarded certification within the Salesforce community. It is recognized as a mark of expertise in revenue management within the Salesforce platform, and is highly valued by employers. Salesforce Revenue Cloud Consultant Accredited Professional certification also provides access to a community of certified professionals, who can share knowledge and best practices.

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Preparing for Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) exam can be a challenging task, especially when you're already juggling multiple responsibilities. People who don't study with updated Salesforce Revenue-Cloud-Consultant-Accredited-Professional practice questions fail the test and lose their resources. If you don't want to end up in this unfortunate situation, you must prepare with actual and Updated Revenue-Cloud-Consultant-Accredited-Professional Dumps of Exams-boost. At Exams-boost, we believe that one size does not fit all when it comes to Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam preparation. Our team of experts has years of experience in providing Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam preparation materials that help you reach your full potential.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.

They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different Term length
- B. Same product names commonly found in the same bundle
- C. Same product names with different attribute values
- D. Same products with different serial numbers
- E. Same product names with different bulk discount levels

Answer: A,B,C

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs¹. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios².

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B). Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage².

D). Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases².

E). Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing².

<https://www.simplus.com/sku-rationalization-strategy/>

NEW QUESTION # 74

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Quote Calculator Plugin(QCP)
- B. Use a Custom Setting
- C. Use a WorkFlow
- D. Use a Flow that is triggered when the record is created and run before the record is saved.

Answer: D

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

* A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.

* A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.

* A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming.

References:

* Legal Entities

* Automation Guidelines for Orders and Order Products

* Flow Builder

NEW QUESTION # 75

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

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 Reference: Contracted Pricing - Salesforce
Migrate Legacy Data to Contracted Pricing - Salesforce

NEW QUESTION # 76

Which 3 objects are updated when posting an invoice?

- A. Quote
- **B. Invoice**
- **C. Invoice Line**
- **D. Order Product**
- E. Quote Line

Answer: B,C,D

NEW QUESTION # 77

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

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 # 78

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Our Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) practice exam simulator mirrors the Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-

Professional) exam experience, so you know what to anticipate on Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) certification exam day. Our Salesforce Revenue-Cloud-Consultant-Accredited-Professional Practice Test software features various question styles and levels, so you can customize your Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam questions preparation to meet your needs.

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