

Revenue-Cloud-Consultant-Accredited-Professional試験の準備方法 | 素晴らしいRevenue-Cloud-Consultant-Accredited-Professional最新試験試験 | 高品質なSalesforce Revenue Cloud Consultant Accredited Professional受験対策

REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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>> Revenue-Cloud-Consultant-Accredited-Professional最新試験 <<

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional 認定試験の 出題範囲:

トピック	出題範囲
トピック 1	Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.
トピック 2	New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.
トピック 3	Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.

Salesforce Revenue Cloud Consultant Accredited Professional 認定 Revenue- Cloud-Consultant-Accredited-Professional 試験問題 (Q48-Q53):

質問 # 48

Which three options might cause incorrect future invoicing for an amended order product?

- A. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
- B. Not contracting the Amendment Order
- C. Having a subscription on the Contract be linked to an unallocated Payment
- D. Contracting from the Amended Opportunity
- E. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines

正解: A、B、E

解説:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A) Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing.

B) Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines: If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order².

C) Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft: If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order².

質問 # 49

What are three fundamental principles when scoping a Revenue CloudProject?

- A. Add new technology to the existing Process
- B. Alignment with customer on cpq and billing Terminology
- C. Interview Customer first before Knowledge Sharing with the sales team.
- D. Think Transformation before Customization
- E. Lead with Business Requirements and Process

正解: B、D、E

解説:

C) Lead with Business Requirements and Process¹²³: This principle helps you understand the specific needs and objectives of the project, as well as the current and desired state of the business processes. It also helps you align the project scope with the business value and outcomes.

D) Think Transformation before Customization³: This principle helps you leverage the best practices and capabilities of Revenue Cloud, and avoid unnecessary or complex customizations that may increase costs, risks, and maintenance efforts. It also helps you embrace change and innovation, and optimize your revenue operations.

A) Alignment with customer on CPQ and Billing Terminology³: This principle helps you establish a common language and understanding of the key concepts and features of Revenue Cloud, such as CPQ (Configure-Price-Quote), Billing, Subscription Management, etc. It also helps you avoid

質問 # 50

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the activation date
- B. Set the billing day of the month
- C. Set the order end date
- D. Set the order start date

正解: B

解説:

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the ability to set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce CPQ's broader set of features designed to provide customizable solutions to complex quoting and order management challenges.

質問 # 51

A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?

- A. Allocate the Payment to an invoice on Account B.
- B. Unallocate the payment if allocated and re-parent the payment to Account B
- C. Set the payment status to cancelled and create a new payment on Account B.

- D. Unallocate the Payment if allocated,create a refund and then create a new payment forAccount B

正解: D

質問 #52

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Always
- B. Save
- C. Load and Edit
- D. Load.

正解: D

解説:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:
Load: The rule will be evaluated when the product bundle is opened.

Edit: The rule will be evaluated when the product bundle is edited.

Save: The rule will be evaluated upon Save.

Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

References

Salesforce CPQ Product Rules: General Considerations

Decide When Rules Evaluate Unit | Salesforce Trailhead

Product Rules - Salesforce

質問 #53

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最近Salesforce試験はますます重要になっています。受験生たちはたいへん悩んでいるでしょう。受験生としてのあなたを助けるために、我々は質量高いRevenue-Cloud-Consultant-Accredited-Professional問題集を提供して、あなたは我々の商品を利用して、試験に合格することができます。我々の提供するRevenue-Cloud-Consultant-Accredited-Professional問題集を信じてください。

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