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Revenue-Cloud-Consultant-Accredited-Professional Practice Test Engine - Study Materials Revenue-Cloud-Consultant-Accredited-Professional Review

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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting,

products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q133-Q138):

NEW QUESTION # 133

A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or tax exempt depending on a custom field that holds the industry. " What is the appropriate solution to address this requirement?

- **A. Use automation to set the Tax Rule based on the value of the custom field**
- B. Use automation to set the Billing Rule based on the value of the custom field
- C. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- D. Use automation to set the Tax Treatment based on the value of the custom field

Answer: A

Explanation:

For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes.

Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 134

An issue is reported during User Acceptance Testing (UAT).

Which initial steps should the implementation team take to ensure efficient resolution and proper resource allocation?

- **A. Conduct root cause analysis for the issue to determine if it's a legitimate defect, a user training gap, or a new feature request, then route it to the appropriate team.**
- B. Assume it is a legitimate defect and assign any identified issue directly to the development team so they can fix and deploy the solution.
- C. Prioritize the issue based solely on its impact on project timelines, fixing any issue that is easy to fix and deferring any deep investigation into its root cause.

Answer: A

NEW QUESTION # 135

A sales rep needs to renew multiple assets acquired at different times with varying expiration dates. When the sales rep selects multiple assets for renewal, they notice that some of the assets have expired.

What should the sales rep do to renew all of the assets?

- A. Update the End Dates on the assets to the current dates, then renew.
- B. Use the Amend option, override the Term, then renew.
- **C. Use the Override Renewal Term option, then renew.**

Answer: C

NEW QUESTION # 136

Universal containers has three product families-hardware, software and services, their salesreps want to be able to view the net totals of various product families at the quote level. in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. from a performance standpoint, which of the following is true?

- **A. it would be better to use a single price rule with 3 price actions**

- B. the current solution with 3 separate price rules is the most optimal solution
- C. it would be better to create separate quotes for each of the product families
- D. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality

Answer: A

NEW QUESTION # 137

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Equal, Small, Testable @
- **B. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Investable, Negotiable, Valuable, Estimable, Small, Testable

Answer: B

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable¹². It is a set of criteria used to assess the quality of a user story in Agile methodologies¹². Here's what each term means:

- * Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story¹².
- * Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten¹².
- * Valuable: A user story must deliver value to the end user¹².
- * Estimable: You must always be able to estimate the size of a user story¹².
- * Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty¹².
- * Testable: The user story or its related description must provide the necessary information to make test development possible¹².

References: 12

NEW QUESTION # 138

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