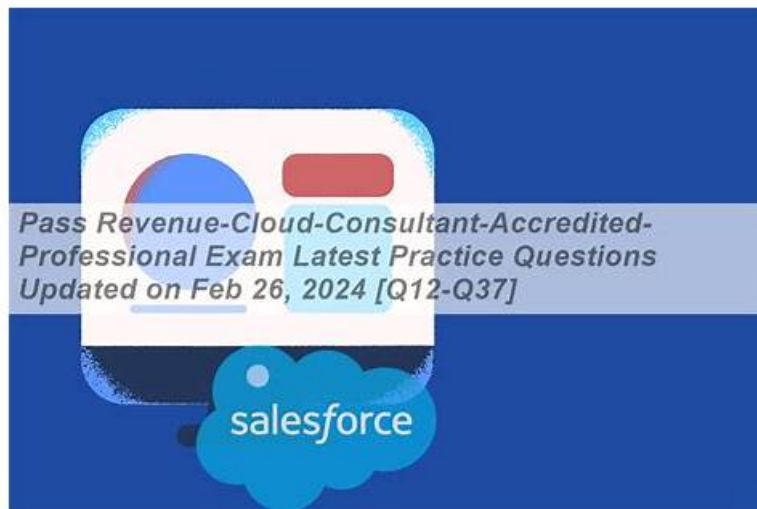


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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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.
Topic 2	<ul style="list-style-type: none">• 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.
Topic 3	<ul style="list-style-type: none">• 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 Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

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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 Sample Questions (Q122-Q127):

NEW QUESTION # 122

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- **D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date**

Answer: D

Explanation:

Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models¹. The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included²¹.
Reference Revenue Cycle Management Software by Revenue Cloud - Salesforce
Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead
A Guide to Recurring Revenue Enablement with Salesforce

NEW QUESTION # 123

A Revenue Cloud project has a requirement where a product can be either 16m 52s 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 the Billing Rule based on the value of the custom field
- B. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- C. Use automation to set the Tax Treatment based on the value of the custom field
- **D. Use automation to set the Tax Rule based on the value of the custom field**

Answer: D

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.

Reference: Salesforce CPQ Taxation Guide

NEW QUESTION # 124

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

Answer: A

NEW QUESTION # 125

What fields are required on the usage record to load and rate the usage?

- A. start date time, order product ID, unit of measure, quantity, usage summary lookup, account
- B. start date time, end date time, matching attribute, unit of measure, quantity, usage summary lookup
- C. start date time, end date time, matching ID, matching Attribute, Unit of measure, quantity
- D. Account, order, order product, usage summary start date time, end date time, quantity

Answer: C

Explanation:

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period¹.

The required fields on the usage record to load and rate the usage are:

* Start Date Time: This field represents the start of the usage period¹.

* End Date Time: This field represents the end of the usage period¹.

* Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs¹.

* Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match¹.

* Unit of Measure: This field represents the unit in which the usage is measured¹.

* Quantity: This field represents the amount of usage¹.

These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing².

References

* Usage Summary and Usage Fields - Salesforce

* Usage-Based Products - Salesforce

NEW QUESTION # 126

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- A. Experience in A Selling Role With Quota Responsibilities
- B. Being Effective at planning monitoring and reviewing
- C. Having Deep Knowledge of competitor products
- D. Understanding Design pitfalls and Migration actions to course correct
- E. Excellent Communication Skills both verbal and written

Answer: B,D,E

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C: Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References:

https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 127

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