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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q136-Q141):**

### **NEW QUESTION # 136**

Universal Containers has recently implemented and released CPQ to users in their production environment.

After an extensive testing Cycle in a sandboxed environment.

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could

have caused this issue?

- A. The User did not have the proper access to the Quote Object.
- B. The User did not have the proper access to the Quote Line object.
- C. The User did not have the proper access to the Opportunity Product object.
- **D. Revenue Cloud SP23A. The User did not execute post-installation scripts upon their first login to CPQ.**

**Answer: D**

#### **NEW QUESTION # 137**

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. Set the payment status to cancelled and create a new payment on Account B.
- B. Unallocate the payment if allocated and reparent the payment to Account B
- **C. Unallocate the Payment if allocated, create a refund and then create a new payment for Account B**
- D. Allocate the Payment to an invoice on Account B.

**Answer: C**

#### **NEW QUESTION # 138**

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

- A. Recommend to enable the CPQ Package setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance.
- **B. Recommend using a single automation type for best performance**
- C. Recommend the current automations are appropriate, optimize further if necessary.
- D. Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.

**Answer: B**

#### **NEW QUESTION # 139**

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- **A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer**
- **B. A sample proposal the client provides to their customers**
- C. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes
- D. The client's income statements and balance sheet.
- **E. Brochures that provided detail to the products and services the client offers**

**Answer: A,B,E**

#### **NEW QUESTION # 140**

A user story for a Revenue Cloud implementation states. As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". what implementation option should a revenue cloud consultant pursue first?

- A. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- B. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- **C. Set up an invoice scheduler**
- D. Set up a Payment Scheduler

**Answer: C**

## NEW QUESTION # 141

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