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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q75-Q80):

#### NEW QUESTION # 75

A Company that sells hardware and software has a project Requirement to migrate legacyInstall base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Quote
- B. Assets
- C. Subscriptions
- D. Order Product.
- E. Order

**Answer: B,C**

Explanation:

To migrate legacy install base into Salesforce CPQ along with the contract, the Revenue Cloud Consultant needs to populate the Assets and Subscriptions objects. These objects store the information about the products and services that the customer has purchased and are associated with the contract. The Assets object tracks the physical products, such as hardware and software licenses, that have been delivered or activated for the customer. The Subscriptions object tracks the recurring products, such as software subscriptions or maintenance plans, that have a defined billing frequency and term. By populating these objects, the Revenue Cloud Consultant can preserve the history of the customer's purchases and enable the features of Salesforce CPQ, such as renewals, amendments, and co-termination. References:

Migrate Legacy Data to Salesforce CPQ

[Assets]

[Subscriptions]

#### NEW QUESTION # 76

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?

Revenue Cloud SP23

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

**Answer: A**

#### NEW QUESTION # 77

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager,bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?

- A. customaction to retrieve purchased quantities from an external source
- B. use a summary variable targeting the subscription object with a price rule
- C. Contracts, subscriptions and assets should be populated with historical data
- D. Discount schedules with cross orders checked
- E. Legacy orders and invoice should be migrated

**Answer: C,D**

#### NEW QUESTION # 78

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

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

- **D. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity**

**Answer: D**

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 period<sup>1</sup>.

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 period<sup>1</sup>.

End Date Time: This field represents the end of the usage period<sup>1</sup>.

Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs<sup>1</sup>.

Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match<sup>1</sup>.

Unit of Measure: This field represents the unit in which the usage is measured<sup>1</sup>.

Quantity: This field represents the amount of usage<sup>1</sup>.

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 pricing<sup>2</sup>.

Reference

Usage Summary and Usage Fields - Salesforce

Usage-Based Products - Salesforce

#### **NEW QUESTION # 79**

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. credit the invoice, correct the order, create and post a new invoice
- B. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- C. Delete the invoice record, correct the order, create and Post a new invoice
- **D. Cancel and rebill, correct the order, create and post a new invoice.**

**Answer: D**

#### **NEW QUESTION # 80**

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