Revenue-Cloud-Consultant-Accredited-Professional시험대비최신덤프공부자료덤프는Salesforce Revenue Cloud Consultant Accredited Professional시험문제의모든범위가포함

참고: ExamPassdump에서 Google Drive로 공유하는 무료, 최신 Revenue-Cloud-Consultant-Accredited-Professional 시험 문제집이 있습니다: https://drive.google.com/open?id=11Pd40MZ9O8SBT1IKZC-sLYCW7hhBVBT4

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시험패스 가능한 Revenue-Cloud-Consultant-Accredited-Professional시험대비 최신 덤프공부자료 덤프공부자료

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional 시험요강：

주제	소개
주제 1	• 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.
주제 2	• 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.
주제 3	• 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.

최신 Revenue Cloud Consultant Revenue-Cloud-Consultant-Accredited-Professional 무료샘플문제 (Q147-Q152):

질문 # 147
How can a Revenue Cloud Consultant create a new payment Method for a credit card thatwill be saved for future Payments?

- A. From the Account, Payment Method related list, then click the new Payment MethodCredit Card button.
- B. From the Payment credit cards related list, click the new credit card button.
- C. Enter the credit card details into a new payment Method record Click the Tokenizebutton
- D. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.

정답：A

설명：
To create a new payment method for a credit card that will be saved for future payments, the Revenue Cloud Consultant should follow these steps:
* Navigate to the account record that needs the new payment method.
* Find the Payment Methods related list, and then click New Payment Method Credit Card. This button opens a form that allows entering the credit card details, such as card number, expiration date, cardholder name, and billing address.
* Optionally, select a payment gateway record to associate the payment method with a specific gateway. If no payment gateway is selected, the default gateway for the org is used.
* Optionally, select the Autopay checkbox to make this payment method the default one for all transactions on this account.
* Click Save. This action creates a new payment method record and also sends a request to the payment gateway to tokenize the credit card information. Tokenization is a process that replaces sensitive data with a unique identifier that can be used for payment processing without exposing the original data.
* Once the payment gateway returns a token, the payment method record is updated with the token value in the Payment Gateway Token field. This token is used to process payments with this payment method in the future.
References:
* Create a Credit Card Payment Method

* Payment Methods
* Payments and Credits

질문 # 148

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speakingfor the first time in a scopingsession?

- A. The clients income statements and balance sheet.
- B. An approval matrix documentation that describe the approvals needed before a quote issent to the customer
- C. A sample proposal the client provides to their customers
- D. Brochures that provided detail to the products and services the client offers
- E. The latest release notes found at help salesforce.com>salesforce CPQ patch notes

정답：B,C,D

설명：

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.
A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1 Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2 An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3 Reference:
1: This article explains how to create a professional proposal for customers using Salesforce CPQ.
2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.
3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

질문 # 149

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?

정답：

설명：

Load universal containers has recently implemented and released CPQ to users in their production environment,after an extensive testing cycle in a sandboxed environment .

질문 # 150

A user story for a Revenue Cloud implementation states. As an Accounts ReceivableManager, I want toautomatically generate invoices in draft status the same day of everymonth". what implementation option should a revenue cloud consultant pursue first?

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

정답：D

설명：

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automatethe creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include.

You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the userstory, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 12 Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also donot provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can only check the bill now checkbox after the order status is changed to "Activated", andthey cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of execution, and theimpact on performance. 4 Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations.
[5] References:
1: Invoice Schedulers for Automating Invoice Creation - Salesforce
2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers
3: Use Invoice Scheduler to Generate Invoices - Salesforce
4: Workflow Rules Considerations - Salesforce
[5]: Payment Schedulers for Automating Payment Collection - Salesforce

질문 # 151
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

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

정답：A

질문 # 152
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