

Revenue-Cloud-Consultant-Accredited-Professional Vorbereitung & Revenue-Cloud-Consultant-Accredited- Professional Fragen Und Antworten



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>> **Revenue-Cloud-Consultant-Accredited-Professional Vorbereitung** <<

Revenue-Cloud-Consultant-Accredited-Professional Prüfungsressourcen: Salesforce Revenue Cloud Consultant Accredited Professional & Revenue- Cloud-Consultant-Accredited-Professional Reale Fragen

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

Thema	Einzelheiten
Thema 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.
Thema 2	<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.
Thema 3	<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.

Salesforce Revenue Cloud Consultant Accredited Professional Revenue-Cloud-Consultant-Accredited-Professional Prüfungsfragen mit Lösungen (Q25-Q30):

25. Frage

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

- **A. Formula field data is not always available during CPQ quote calculation**
- B. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value
- **C. They are computationally Expensive.**
- D. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.
- **E. They can easily exceed limits if not carefully designed and tested**

Antwort: A,C,E

Begründung:

Cross object formula fields are fields that reference data from related objects using lookup or master-detail relationships. They can be useful to display information from parent or child objects without creating custom code or workflows. However, using too many cross object formula fields in a Revenue Cloud project can pose some risks, such as:

Formula field data is not always available during CPQ quote calculation. This means that the formula fields may not reflect the latest values from the related objects when the quote is being generated or updated. This can cause inaccurate pricing, discounts, or taxes. To avoid this, it is recommended to use CPQ fields or custom fields instead of cross object formula fields for quote calculation. 12 They are computationally expensive. This means that the formula fields require more processing power and time to evaluate and display the data from the related objects. This can affect the performance and responsiveness of the application, especially if there are multiple formula fields on the same object or page layout. To avoid this, it is recommended to limit the number and complexity of cross object formula fields, and use filters or conditions to reduce the number of records that need to be evaluated. 34 They can easily exceed limits if not carefully designed and tested. This means that the formula fields can cause errors or warnings if they exceed the maximum length, number, or level of relationships allowed by Salesforce. For example, a formula field can only reference up to 10 unique relationships and span up to five levels of relationships. If these limits are exceeded, the formula field will not save or display correctly. To avoid this, it is recommended to review the formula field limits and best practices, and test the formula fields in different scenarios and environments.

References:

- 1: Lookup Price Rule query considerations with Salesforce CPQ [7]
- 2: Salesforce CPQ Quote Calculation Stages [8]
- 3: What Is a Cross-Object Formula? - Salesforce [9]
- 4: Tips for Reducing Formula Size and Complexity - Salesforce [10]
- 5: Formula Field Limits - Salesforce [11]

26. Frage

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Legacy subscription data are missing a lookup to a source quote line record
- **B. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- C. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

Antwort: B

Begründung:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

References

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

27. Frage

Which 3 Customer Teams should be invited to participate in scoping revenue cloud project?

- **A. Sales operations**
- B. Customer Service
- **C. Accounting and finance**
- D. Human Resource
- **E. Information Technology**

Antwort: A,C,E

28. Frage

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub-optimal performance is attributed to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. What strategy should the revenue cloud consultant recommend to the customer?

- **A. extending customization using coding best practices to improve scalability**
- B. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- C. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope', processed with design and build, and address performance issues as the final task in UAT
- D. Architect the revenue cloud solution to follow suit by

Antwort: A

Begründung:

Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

29. Frage

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

Antwort:

Begründung:

Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

30. Frage

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