Revenue-Cloud-Consultant-Accredited-Professional Passleader Review & Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus


REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL

ACCREDITED Professional

EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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Salesforce Revenue Cloud Consultant Accredited Professional exam is a challenging exam that requires a thorough understanding of Revenue Cloud concepts and their practical application. However, passing the exam and earning the certification can open up new career opportunities and increase earning potential for professionals. Salesforce Revenue Cloud Consultant Accredited Professional certification demonstrates to employers that the candidate has the skills and knowledge needed to successfully implement and manage Revenue Cloud solutions within an organization.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q137-Q142):

NEW QUESTION # 137
Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- A. It would be better to create separate quotes for each of the product families
- B. The current solution with three separate price rules is the most optimal solution
- C. It would be better to use a single price rule with three price actions
- D. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality

Answer: C

Explanation:
Salesforce Revenue Cloud's CPQ (Configure, Price, Quote) solution allows for the creation of price rules that can be used to perform calculations on quote lines. In this scenario, the CPQ admin has created three separate price rules, each using a summary variable to add the net total for quote lines belonging to a particular product family. While this solution works, it may not be the most optimal from a performance standpoint.
Option D suggests using a single price rule with three price actions. This would be more efficient because it reduces the number of price rules that need to be evaluated. Each price rule evaluation can consume system resources and potentially slow down the quote calculation process. By consolidating the three price rules into a single one with multiple actions, the system only needs to evaluate one rule, which can improve performance.
It's important to note that summary variables in Salesforce CPQ allow you to perform a math function on the collected values of a number field on the quote line, product option, subscription, or asset1. You can also create filters so that the summary variable evaluates only fields on records that match the filter values1. This functionality would still be available with a single price rule with multiple actions.
References
* Summary Variable Fields - Salesforce
* Revenue Management Platform & CPQ Solution - Salesforce.com US
* Quote Line Groups - Salesforce

NEW QUESTION # 138
what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. multiple automation types (trigger/workflows,flows)on a single object
- B. External API calls within the pricing sequence
- C. extensive use of quote line custom fields
- D. routine generation of quote having 200 quote lines
- E. routine generation of invoices having 200 invoice lines

Answer: A,B,C

Explanation:
The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:
A: Multiple automation types (trigger/workflows,flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of

the Revenue Cloud implementation1.
B: External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation1.
C: Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation1.
References: 1
https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesf Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

NEW QUESTION # 139
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. Brochures that provided detail to the products and services the client offers
- B. A sample proposal the client provides to their customers
- C. The latest release notes found at helpsalesforce.com>salesforce CPQ patch notes
- D. An approval matrix documentation that describe the approvals needed before a quote issent to the customer
- E. The clients income statements and balance sheet.

Answer: A,B,D

Explanation:
These are three documents that canhelp 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 theproducts 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 responsibilitiesof 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 References:
1: This article explains how to create a professional proposal forcustomers 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.

NEW QUESTION # 140
A revenue cloud customer has posted a cash payment that was created on account A by mistake.what are the stepsto apply this to the correct invoice on account B?

- A. Allocate the payment if allocated and reparent the payment to account B
- B. Set the payment status to canceled and create a new payment on account B
- C. Allocate the payment to an invoice on account B
- D. Allocate the payment if allocated,create a refund and then create a new payment foraccount B

Answer: D

Explanation:
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to

correct this are as follows:
Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.
Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.
Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B: It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity ofthe account's payment history.
References:
Use Payments to Correct Errors on Posted Refunds - Salesforce
Make a Payment on an Invoice - Salesforce
Paymentsand Credits - Salesforce

NEW QUESTION # 141
What does the 'safe harbor' slide at the beginning of every salesforce presentationmeans?

- A. new release capabilities will not have impact to existing implementations
- B. roadmap capability will be released exactly as they are demonstrated
- C. You and or your customer aremaking scoping,design,planning,purchasing making decisions based on current and available capabilities
- D. anything presented from salesforce must be kept confidentialmergers and acquisitions integrations are immediate

Answer: C

Explanation:
The 'safe harbor' slide at the beginning of every Salesforce presentation is a legal disclaimer that informs the audience that the presentation may contain forward-looking statements about the company's future products, features, capabilities, performance, and financial results. These statements are based on the company's current expectations, assumptions, and projections, and are subject to risks, uncertainties, and changes that may cause the actual results to differ materially from the statements. Therefore, the audience should not rely on these statements as guarantees or promises of future performance or availability, and should make their own independent decisions based on the current and available capabilities of the company. The 'safe harbor' slide also directs the audience to the company's website, where they can find more information about the factors that may affect the forward-looking statements, as well as the company's most recent financial reports and filings. 12 Reference:
Salesforce - Safe Harbor
Salesforce Announces Record Fourth Quarter and Full Year Fiscal 2022 Results - Salesforce Earnings

NEW QUESTION # 142
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