

Revenue-Cloud-Consultant-Accredited-Professional Flexible Testing Engine - Valid Revenue-Cloud-Consultant-Accredited-Professional Real Test

REVENUE CLOUD CONSULTANT
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q157-Q162):

NEW QUESTION # 157

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- B. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- C. **Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements**
- D. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system

Answer: C

Explanation:

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

A: Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system: It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic¹².

B: Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud¹³.

D: Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users¹⁴.

References

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales
Salesforce Revenue Cloud: A Guide | Billing Platform CRM Implementation Considerations- Salesforce The Ultimate Guide to
Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration

NEW QUESTION # 158

What are three Key Characteristics of an implementation partner leading a revenue cloud scoping session?

- A. **Understanding Design pitfalls and Migration actions to course correct**
- B. **Being Effective at planning monitoring and reviewing**
- C. Having Deep Knowledge of competitor products
- D. **Excellent Communication Skills both verbal and written**
- E. Experience in A Selling Role With Quota Responsibilities

Answer: A,B,D

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C; Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be

beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References: <https://www.study4exam.com/salesforce/free-revenue-cloud-consultant-accredited-professio>

https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 159

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Use bill now on the new Order and consolidate the invoices
- B. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- C. use bill now on the new order and reparent the new invoice lines to the existing invoice
- D. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

Answer: A

NEW QUESTION # 160

A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

- A. Order Products
- B. Entitlements
- C. Contracted Pricing
- D. Subscription

Answer: B,C

Explanation:

For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

* B. Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

* D. Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

NEW QUESTION # 161

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?

- A. Save
- B. Always
- C. Load.
- D. Load and Edit

Answer: D

Explanation:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:

Load: The rule will be evaluated when the product bundle is opened.

Edit: The rule will be evaluated when the product bundle is edited.

Save: The rule will be evaluated upon Save.

Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the

customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

Reference

Salesforce CPQ Product Rules: General Considerations

Decide When Rules Evaluate Unit | Salesforce Trailhead

Product Rules - Salesforce

NEW QUESTION # 162

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