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To be eligible for the Salesforce Revenue Cloud Consultant Accredited Professional certification, candidates must have a minimum of six months of experience working with Salesforce Revenue Cloud solutions. Additionally, candidates must complete the Salesforce Revenue Cloud Consultant training course, which covers the fundamentals of the platform and provides candidates with the knowledge they need to pass the certification exam. The training course is available online and can be completed at the candidate's own pace.

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(Revenue-Cloud-Consultant-Accredited-Professional) product in three versions. You will find their specifications below to understand them better.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q112-Q117):

NEW QUESTION # 112

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- **C. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.**
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.

Answer: C

Explanation:

In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested¹. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from¹. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences². Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer². References

* Learn About Configuration in the Sales Process - Trailhead

* Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 113

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- **A. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate**
- B. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- C. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas
- D. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate

Answer: A

Explanation:

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run¹.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information¹.

Reference:

https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION # 114

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Products and Bundles
- **B. Business Process Mapping**
- C. Order Management
- D. Quote Documentation And Pulggins

Answer: B

NEW QUESTION # 115

A Revenue Cloud Consultant is setting up a new product in the product catalog. The consultant already created a Product Classification and a set of Product Attributes, but the attributes are not appearing when viewing the product in the workspace. What is the cause of this error?

- A. The consultant did not activate the attribute group in the Product Workspace
- B. The consultant forgot to publish the product in the product catalog
- **C. The consultant did not assign the attributes to the Product Classification.**

Answer: C

NEW QUESTION # 116

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

Answer: A,B

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. Reference:

Migrate Legacy Data to Salesforce CPQ

[Assets]

[Subscriptions]

NEW QUESTION # 117

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