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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q108-Q113):**

### **NEW QUESTION # 108**

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- **A. Electronic Signature**
- B. Attachments
- C. Invoice Generation
- **D. Watermarks**
- **E. Contract Redlining**

**Answer: A,D,E**

### **NEW QUESTION # 109**

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

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

**Answer: D**

### **NEW QUESTION # 110**

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- **A. Use a Flow that is triggered when the record is created and run before the record is saved.**
- B. Use a Quote Calculator Plugin (QCP)
- C. Use a Custom Setting
- D. Use a Workflow

**Answer: A**

### **NEW QUESTION # 111**

A high-tech company offers cloud storage services and wants to define different rates for API calls based on customers' usage patterns.

How should a consultant set up this requirement?

- **A. Use tier rate entries.**
- B. Use attribute rate entries.
- C. Use base card entries

**Answer: A**

### **NEW QUESTION # 112**

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?"

- A. customaction to retrieve purchased quantities from an external source
- B. use a summary variable targeting the subscription object with a price rule
- C. Legacy orders and invoice should be migrated
- D. Discount schedules withcross orders checked
- E. Contracts, subscriptions and assets should be populated with historical data

**Answer: D,E**

Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality<sup>1</sup>. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels<sup>1</sup>.

In the context of the user story, the company wants to reward loyal customers by including previously purchased quantities in pricing calculations on the quote. This can be achieved by using discount schedules with cross orders checked<sup>2</sup>.

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote<sup>2</sup>. By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts<sup>2</sup>. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty<sup>2</sup>.

References

\* Salesforce Revenue Cloud

\* Understanding Salesforce Revenue Cloud

## NEW QUESTION # 113

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