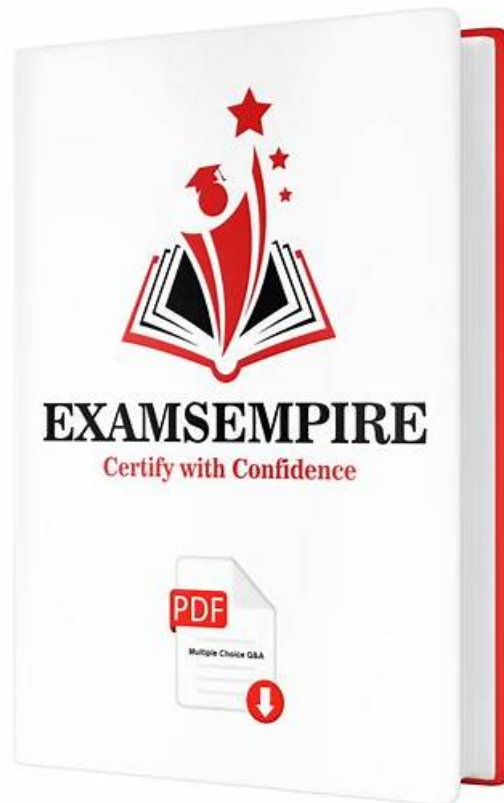


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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q59-Q64):

### NEW QUESTION # 59

A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?

- A. Unallocate the payment if allocated and reparent the payment to Account B
- B. Set the payment status to cancelled and create a new payment on Account B.
- C. Allocate the Payment to an invoice on Account B.
- **D. Unallocate the Payment if allocated, create a refund and then create a new payment for Account B**

**Answer: D**

Explanation:

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the appropriate steps to correct this would be to first unallocate the payment if it has been allocated. This means that the payment is no longer linked to any particular invoice or order<sup>1</sup>. Once the payment has been unallocated, a refund should be created for the incorrect payment<sup>1</sup>. After the refund has been processed, a new payment can then be created for the correct account (Account B in this case)<sup>1</sup>. This ensures that the payment is correctly associated with the right account and invoice<sup>1</sup>. Reference Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

### NEW QUESTION # 60

What are 3 risks when using too many cross-object formula fields in a revenue cloud project?

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

**Answer: A,B,E**

### NEW QUESTION # 61

What fields are required on the usage record to load and rate the usage?

- A. start date time, end date time, matching attribute, unit of measure, quantity, usage summary lookup
- **B. start date time, end date time, matching ID, matching Attribute, Unit of measure, quantity**
- C. Account, order, order product, usage summary start date time, end date time, quantity
- D. start date time, order product ID, unit of measure, quantity, usage summary lookup, account

**Answer: B**

### NEW QUESTION # 62

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

**Answer: A**

#### NEW QUESTION # 63

Which valid actions can a consultant perform on a standard context definition?

- A. Deactivate & Edit
- B. Extend & Clone
- C. Copy & Edit

**Answer: B**

#### NEW QUESTION # 64

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