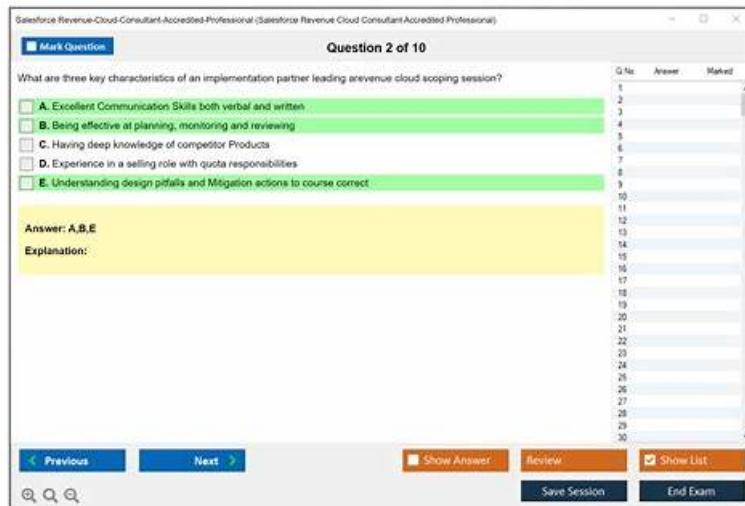


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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam covers a range of topics related to Salesforce Revenue Cloud, including pricing and product management, revenue recognition, order and contract management, and payment processing. It is a challenging exam that requires a deep understanding of the platform and its various features and capabilities.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q118-Q123):

NEW QUESTION # 118

Universal containers has setup a partner type custom field on the CPQ quote object inorder to ensure partners receive discounts.setting the partner type on the quote shouldcause a recalculation because the field is an input to theproduct prices.how can

partner type queue a new calculation for the quote?

- A. Include the field in a custom metadata setting
- B. Add the partner type field to the calculating fields field set
- C. Setup a quote calculator plugin to ensure the custom field triggers calculation
- D. Refresh post install scripts

Answer: B

Explanation:

In Salesforce CPQ, if a custom field is an input to product prices and you want a change in this field to trigger a recalculation, you should add this field to the calculating fields field set. This is because Salesforce CPQ's Advanced Quote Calculator determines quote and quote line prices in response to user or automated actions¹.

Therefore, adding the 'partner type' field to the calculating fields field set will ensure that setting the partner type on the quote triggers a new calculation. References The CPQ Quote Calculation Sequence - Salesforce

NEW QUESTION # 119

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry. what is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- B. Use Automation to set TaxTreatment Based on the value of the custom field.
- C. Use Automation to set Tax Rule Based on the value of the custom field.
- D. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.

Answer: B

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field. This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case¹. By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field¹. This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention¹. References Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales

NEW QUESTION # 120

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the activation date
- B. Set the billing day of the month
- C. Set the order end date
- D. Set the order start date

Answer: B

Explanation:

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the ability to set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce CPQ's broader set of features designed to provide customizable solutions to complex quoting and order management challenges.

NEW QUESTION # 121

A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or tax exempt depending on a custom field that holds the industry. " What is the appropriate solution to address this requirement?

- A. Use automation to set the Tax Treatment based on the value of the custom field

- B. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- **C. Use automation to set the Tax Rule based on the value of the custom field**
- D. Use automation to set the Billing Rule based on the value of the custom field

Answer: C

Explanation:

For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes. Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 122

What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- **A. Using price book entries to handle attribute-based variations instead of lookup price rules**
- **B. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.**
- C. Designing the product catalog with SKU rationalization in mind
- D. Documenting logical architecture diagrams for data flow between systems
- **E. Creating process builders and flows to pass data between fields instead of using twin field mapping**

Answer: A,B,E

Explanation:

The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:

A: Using price book entries to handle attribute-based variations instead of lookup price rules: Price book entries are not designed to handle attribute-based variations. Instead, lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy.

C: Creating process builders and flows to pass data between fields instead of using twin field mapping:

Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code.

D: Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles:

Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected.

References:

<https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/>

NEW QUESTION # 123

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