

Salesforce - High Pass-Rate Reliable Revenue-Cloud-Consultant-Accredited-Professional Test Sample



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Salesforce Revenue-Cloud-Consultant-Accredited-Professional (Salesforce Revenue Cloud Consultant Accredited Professional) Certification Exam is a valuable certification for those who want to become experts in revenue management and optimization within the Salesforce platform. Revenue-Cloud-Consultant-Accredited-Professional exam is designed for professionals who have experience in sales and revenue management, and have a deep understanding of the Salesforce Revenue Cloud. Salesforce Revenue Cloud Consultant Accredited Professional certification exam is a comprehensive test that covers all aspects of revenue management within the Salesforce platform.

>> **Reliable Revenue-Cloud-Consultant-Accredited-Professional Test Sample** <<

Quiz Useful Revenue-Cloud-Consultant-Accredited-Professional - Reliable Salesforce Revenue Cloud Consultant Accredited Professional Test Sample

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q125-Q130):

NEW QUESTION # 125

Which feature is needed to split Order Products into different Invoice runs?

- A. Order by Group
- **B. Invoice Group**
- C. Order by Quote Line Group
- D. Invoice Batch

Answer: B

Explanation:

In Salesforce Revenue Cloud, the feature needed to split Order Products into different Invoice runs is the Invoice Group. The Invoice Group field on the order product is used to define more levels of grouping. After the invoice run groups order products by their billing account and payment terms, it then considers the order's invoice grouping. This process is useful for invoicing certain types of order products separately from your other order products.

References:

* Grouping Order Products into Invoices - Salesforce

To split Order Products into different Invoice runs, the feature needed is "Invoice Group." Salesforce Billing allows for the customization of invoice groups, enabling the billing of order products that meet specific criteria separately. This functionality is particularly useful for separating invoices with different billing or payment terms and for consolidating several order products into a single invoice when needed. By defining an Invoice Group ID, users can control the invoicing process for order products more granularly, ensuring that invoicing aligns with business requirements.

NEW QUESTION # 126

A Revenue Cloud Consultant learns Salesforce is deploying a new release during the course of the implementation. Which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Review status.salesforce.com to determine refresh cutoff for the new release
- B. Submit a ticket to support when you want your sandbox updated.
- C. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- D. Determine whether your sandbox is on a preview or non-preview instance.

Answer: A,D

Explanation:

In Salesforce Revenue Cloud, when a new release is being deployed, it's important to test the implementation against the new release before it deploys to production. This can be achieved by:

* Reviewing status.salesforce.com to determine refresh cutoff for the new release: Salesforce provides information about the refresh cutoff for the new release on status.salesforce.com. This allows you to know when the new release will be available in the sandbox for testing.

* Determining whether your sandbox is on a preview or non-preview instance: Salesforce refreshes preview sandboxes a month before each major release. Regular, non-preview sandboxes are refreshed toward the end of the release cycle. Knowing whether your sandbox is on a preview or non-preview instance can help you plan your testing schedule accordingly.

It's worth noting that while Salesforce ensures that all sandboxes are upgraded, the timing of the upgrade can vary depending on whether the sandbox is on a preview or non-preview instance. Submitting a ticket to support when you want your sandbox updated is not a standard practice for preparing for a new release.

References

* Test New Releases in a Sandbox Unit | Salesforce Trailhead

* Salesforce Introduces Revenue Cloud to Help Businesses Accelerate ...

NEW QUESTION # 127

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. The latest release notes found at help.salesforce.com > Salesforce CPQ patch notes
- B. The client's income statements and balance sheet.
- C. Brochures that provided detail to the products and services the client offers
- D. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- E. A sample proposal the client provides to their customers

Answer: C,D,E

Explanation:

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.

* A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and

discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1

* Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers.

* This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2

* An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3 References:

* 1: This article explains how to create a professional proposal for customers using Salesforce CPQ.

* 2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.

* 3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION # 128

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

Answer: A

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".

References

* Salesforce CPQ Product Rules: General Considerations

* Decide When Rules Evaluate Unit | Salesforce Trailhead

* Product Rules - Salesforce

NEW QUESTION # 129

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- B. The latest release notes found at help.salesforce.com > salesforce CPQ patch notes
- C. The client's income statements and balance sheet.
- D. Brochures that provided detail to the products and services the client offers
- E. A sample proposal the client provides to their customers

Answer: A,D,E

NEW QUESTION # 130

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