

Revenue-Cloud-Consultant-Accredited-Professional

Aktuelle Prüfung - Revenue-Cloud-Consultant-Accredited-Professional Prüfungsguide & Revenue-Cloud-Consultant-Accredited-Professional Praxisprüfung

REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Prüfungsplan:

Thema	Einzelheiten
Thema 1	New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.

Thema 2	• Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.
Thema 3	• Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.

>> Revenue-Cloud-Consultant-Accredited-Professional Testantworten <<

Revenue-Cloud-Consultant-Accredited-Professional Zertifizierungsfragen, Salesforce Revenue-Cloud-Consultant-Accredited-Professional Prüfung Fragen

Warum vertrauen wir ITZert so völlig auf unsere Produkte? Denn Viele Kunden haben mit Hilfe von Salesforce Revenue-Cloud-Consultant-Accredited-Professional Prüfungssoftware die ausgezeichneten Leistungen vollbracht. Die Prüfungszertifizierung der Salesforce Revenue-Cloud-Consultant-Accredited-Professional verbessert zweifellos Ihre Berufschancen. Wir wollen unsere Produkte verlässlicher machen, damit Sie unbesorgter auf die Prüfung vorbereiten. Außerdem versprechen wir, falls Sie nach der Benutzung der Salesforce Revenue-Cloud-Consultant-Accredited-Professional noch mit der Prüfung scheitert, bieten wir Ihnen die volle Rückerstattung und entwickeln wir immer weiter bessere Prüfungssoftware der Salesforce Revenue-Cloud-Consultant-Accredited-Professional.

Salesforce Revenue Cloud Consultant Accredited Professional Revenue-Cloud-Consultant-Accredited-Professional Prüfungsfragen mit Lösungen (Q14-Q19):

14. Frage

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?. (Choose 2 options)

- A. Contracts,Subscriptions and Assets should be populated with historical data.
- B. Use a summary variable targeting the subscription object with a Price Rule.
- C. Legacy Orders and invoices should be migrated
- D. Discount schedules with Cross Orders checked.
- E. Custom Action to retrieve Purchased quantities from an external source

Antwort: A,D

Begründung:

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

* Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service.

Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data

* from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123

* Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 References:

* 1: Revenue Management Platform & CPQ Solution - Salesforce.com US

- * 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce
- * 3: Give Discounts for Long Subscriptions Unit | Salesforce Trailhead
- * 4: Discount Schedules - Salesforce
- * 5: Salesforce Revenue Cloud Trailmix - Trailhead

15. Frage

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Set Pricing Method to Custom
- B. Use a Record Change Flow to trigger on the Quote Line.
- C. A Quote Calculator plugin (QCP)
- D. Use an Apex Trigger on the Quote Line

Antwort: C

Begründung:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)¹. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines¹. It provides a way to customize the calculation sequence that happens when a quote is calculated¹. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules¹. References

* Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

16. Frage

A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

- A. Contracted Pricing
- B. Order Products
- C. Subscription
- D. Entitlements

Antwort: A

Begründung:

For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

B). Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

D). Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

17. Frage

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?

Antwort:

Begründung:

Load universal containers has recently implemented and released CPQ to users in their production environment, after an extensive

testing cycle in a sandboxed environment .

18. Frage

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is accounted for in Scoping?

- A. scope in developer resource for customization
- B. Make it optional Scope with possible change order during the project
- C. scope additional project hours for customization
- D. Ask follow up questions to ensure legacy process has business justification

Antwort: D

19. Frage

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