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Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q78-Q83):

NEW QUESTION # 78

A company utilizes a robust order fulfillment system. A critical step in the process, a manual review, is designed to take up to 60 minutes to complete. To ensure proactive management and prevent potential Service Level Agreement (SLA) breaches, the company configures its system to trigger an alert if the task hasn't been completed 15 minutes before its scheduled end. Based on this scenario, which key parameters were configured in the company's Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Completion Deadline and Warning Interval
- B. Task Priority and Escalation Rule
- C. Estimated Duration and Jeopardy Threshold

Answer: C

NEW QUESTION # 79

Sales reps at UC were facing governor limits while configuring certain large bundles, the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles. What should the admin do to resolve this issue?

- A. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- B. Enable large configurations setting should not be used in such a case
- C. All bundles that have more than 20 product should be split into smaller bundles
- D. Recommend CPQ and billing design solutions within proper capabilities

Answer: A

Explanation:

Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized. Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune your implementation.

Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary.

Avoid using it indiscriminately across all bundles.

Reference:

Salesforce Enable Large Configurations Documentation

Salesforce Trailhead: Understand Scalability

Salesforce Revenue Cloud Overview

NEW QUESTION # 80

Which topic of discussion comes first in a Salesforce CPQ Scoping Session?

- A. Order Management
- B. Products and Bundles
- C. Business Process Mapping
- D. Quote Document and e-signature

Answer: C

Explanation:

In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.

Reference

Get Started with Salesforce CPQ Unit | Salesforce Trailhead
CPQ Scoping Questionnaire? : r/salesforce - Reddit
How To: Salesforce CPQ: Build a Bundle

NEW QUESTION # 81

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different Term length
- B. Same products with different serial numbers
- C. Same product names commonly found in the same bundle
- D. Same product names with different attribute values
- E. Same product names with different bulk discount levels

Answer: A,C,D

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs¹. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios².

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B: Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage².

D: Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases².

E: Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing².

References: 2

<https://www.simplus.com/sku-rationalization-strategy/>

NEW QUESTION # 82

Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

- A. Information Technology
- B. Sales Operations
- C. Customer Service
- D. Human Resources
- E. Accounting and Finance

Answer: A,B,E

NEW QUESTION # 83

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