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REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL

EXAM GUIDE



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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam consists of 60 multiple-choice questions and is intended for individuals who have at least six months of experience working with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, revenue management, and revenue forecasting. Candidates must achieve a passing score of 63% to earn the certification.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q153-Q158):

NEW QUESTION # 153

A customer owned an asset for 2 years, from January 1, 2024, through December 31, 2025. The customer missed the January 1, 2026, renewal. However, the customer wants to renew again beginning February 1, 2026.

What is the recommended approach?

- A. Add the same Asset as new line on Renewal quote with a start date of February 1, 2026.
- B. Use Override Renewal Term and provide the start date of February 1, 2026.
- C. Start a new initial sale with the same asset with a start date of February 1, 2026.

Answer: B

NEW QUESTION # 154

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?

- A. 1. Deploy the decision table into the staging sandbox.
2. Map the decision table in the default pricing recipe.
3. Import the data for the decision table, then refresh the decision table.
- B. 1. Deploy the custom object and decision table into the staging sandbox.
2. Map the decision table in the default pricing recipe.
3. Import the data for the custom object, then sync Pricing.
- C. 1. Deploy the custom object and decision table into the staging sandbox
2. Map the decision table in the default pricing recipe.
3. Refresh the decision table or sync Pricing.

Answer: A

NEW QUESTION # 155

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- C. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated

Answer: C

NEW QUESTION # 156

What is the most Scalable way to set the legal Entity on the Order Product and OrderProduct Consumption Schedule?

- A. Use a Quote Calculator Plugin(QCP)
- B. Use a Flow that is triggered when the record is created and run before the record is saved.
- C. Use a Custom Setting
- D. Use a WorkFlow

Answer: B

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

- * A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.
- * A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.
- * A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming.

References:

- * Legal Entities
- * Automation Guidelines for Orders and Order Products
- * Flow Builder

NEW QUESTION # 157

A product designer is setting up a product bundle that consists of T-shirts and caps. They want to ensure customers can order a maximum of three T-shirts and three caps, but the total number of products should not exceed five.

How should the product designer set this up?

- A. * Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three.
- B. * Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three
 - * Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.
 - * Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.
- C. * Define the local cardinality for T shirts with a minimum quantity of one and a maximum quantity of three.
 - * Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.
 - * Define two product groups: one that contains T-shirts and another that contains caps. Set the group cardinality for both groups with a minimum quantity of one and a maximum quantity of five.

Answer: B

NEW QUESTION # 158

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