

# **Revenue-Cloud-Consultant-Accredited-Professional Reliable Exam Vce - Pass Guaranteed Quiz 2026 Salesforce Revenue-Cloud-Consultant-Accredited- Professional First-grade PDF Question**



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Salesforce Revenue Cloud is a robust platform that provides businesses with a comprehensive suite of revenue management tools. The platform enables businesses to manage their sales cycle from lead generation to cash collection. The Salesforce Revenue Cloud Consultant Accredited Professional certification exam tests candidates on their ability to implement and configure the Salesforce Revenue Cloud solution to meet the needs of their clients. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, pricing and discounting, billing and invoicing, and revenue forecasting.

## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q119-Q124):

### NEW QUESTION # 119

A Company that sells hardware and software has a project Requirement to migrate legacyInstall base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Order
- **B. Subscriptions**
- C. Quote
- D. Order Product.
- E. Assets

**Answer: B**

### NEW QUESTION # 120

After installing salesforce CPQ in your customer Sandbox org you notice unacceptableperformance times as the primary quote syncs to theopportunity its determined thecause for sub optimal performance is attribute to 30 process builders referencing thequote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.processed with design and build,and address performance issues as the final taskin UAT
- B. Architect the revenue cloud solution to follow suit by
- C. upgrade the org to the latest CPQ and billing release,this will largely address the performance issues
- **D. extending customization using coding best practices to improve scalability**

**Answer: D**

### NEW QUESTION # 121

One of the automations implemented was to set every new quote created as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

- A. the User did not have the proper access to the quote line object
- B. the user did not have the proper access to the opportunity product object
- C. the user did not execute post installation scripts upon their first login to CPQ
- **D. the user did not have the proper access to the quote object**

**Answer: D**

Explanation:

Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash1. This includes the creation of quotes2. However, for a user to create a quote, they must have the proper access to the quote object3. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote3. Therefore, the issue that users are reporting could be caused by the lack of proper access to the quote object. References

\* Salesforce Revenue Cloud

\* Salesforce CPQ

\* User Permissions and Access

### NEW QUESTION # 122

A revenue cloud consultant learns salesforce is deploying a new release during the course of the implementation.which two actions should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. The platform ensures that all sandboxes are upgraded all the same time so wait for theupgrade
- **B. Determine whether yours sandbox is on a preview or non-preview instance**

- C. review status.salesforce.com to determine refresh cutoff dates for the new release
- D. submit ticket to support when you want your sandbox updated

**Answer: B,C**

Explanation:

Review Salesforce Status: The status.salesforce.com website provides real-time information about the status of Salesforce services, including maintenance windows and release schedules. By checking this site, you can find out when the new release will be available for sandboxes. This information will help you plan your testing activities.

Submit a Sandbox Refresh Request: If your sandbox is not automatically upgraded to the new release, you can request a sandbox refresh through Salesforce Support. This process will update your sandbox to the latest release, allowing you to test your implementation against the most current features and functionality.

Reference:

Salesforce Trailhead: Test New Releases in a Sandbox

Salesforce Introduces Revenue Cloud

### NEW QUESTION # 123

Which 3 objects are updated when posting an invoice?

- A. Quote
- B. Invoice
- C. Order Product
- D. Invoice Line
- E. Quote Line

**Answer: B,C,D**

Explanation:

Order Product: The status of the Order Product is updated when the corresponding Invoice Line is posted. The fields such as 'Invoice Run Processing Status', 'Next Billing Date', 'Next Charge Date', and 'Last Charge To Date' are updated for the next period<sup>1</sup>.

Invoice Line: The Invoice Line object is updated when an invoice is posted. This includes locking the Invoice Line from further changes and finalizing the agreement represented by the invoice<sup>2</sup>.

Invoice: The Invoice object itself is updated when an invoice is posted. This includes changing the status of the invoice from 'Draft' to 'Posted', which locks the invoice from further changes and makes it ready for revenue recognition reporting<sup>2</sup>.

It's important to note that posting an invoice finalizes the agreement and prevents deletion of the invoice or any of its invoice lines.

This ensures that your organization always has a record for legal and bookkeeping purposes<sup>2</sup>.

Reference:

Posting Invoices - Salesforce

Best Practices to Implement Invoice Runs With Salesforce Billing

Unable to Post an Invoice that is in Draft Status - Salesforce

Cancel or Post Invoice Lines in Draft status while Invoice ... - Salesforce

### NEW QUESTION # 124

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