

Revenue-Cloud-Consultant-Accredited-Professional퍼펙트덤프최신문제 & Revenue-Cloud-Consultant-Accredited-Professional유효한시험대비자료



Itcertkr Revenue-Cloud-Consultant-Accredited-Professional 최신 PDF 버전 시험 문제집을 무료로 Google Drive에서 다운로드하세요: <https://drive.google.com/open?id=1or51RkUMTXxLccsACHAerfRFMouPLnWq>

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>> Revenue-Cloud-Consultant-Accredited-Professional 퍼펙트 덤프 최신문제 <<

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우리 Itcertkr 에서 제공하는 학습가이드에는 IT전문가들이 만들어낸 시험대비 자료들과 Salesforce Revenue-Cloud-Consultant-Accredited-Professional 인증 시험의 완벽한 문제와 답들입니다. 그리고 우리 Itcertkr 에서는 IT업계에서의 높은 신뢰감으로 여러분들한테 100%보장을 드립니다. 우리에게 믿음을 드리기를 위하여 Salesforce Revenue-Cloud-Consultant-Accredited-Professional 관련 자료의 일부분 문제와 답 등 샘플을 무료로 다운받아 체험해볼 수 있게 제공합니다.

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

주제	소개
주제 1	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.
주제 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.
주제 3	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.

최신 Revenue Cloud Consultant Revenue-Cloud-Consultant-Accredited-Professional 무료샘플문제 (Q144-Q149):

질문 # 144

Sales users at a company do not want to select a catalog every time they choose products from Product Discovery because they only have one catalog What should a consultant do to ease the sales users' experience using out of the box capabilities?

- A. Customize the Product Discovery flow.
- B. Skip creating catalogs and use Product records directly.
- C. Select default catalog under Product Discovery Settings,

정답: C

질문 # 145

How does Hold Billing work?

- A. It Prevents invoice document generation and stops email notifications from going out to the customer.
- B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"
- C. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- D. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".

정답: B

질문 # 146

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- A. Recommend using a single automation type for best Performance.
- B. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
- C. Recommend the current automations are appropriate, optimize further if necessary.
- D. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.

정답: A

질문 # 147

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

정답: A,B,C

질문 # 148

An invoice run with a target date of 6/1/20 has completed with no errors. An order product with a next billing date of 6/1/20 did not generate an invoice line. Which of the following fields might hold a value that would account for this?

- A. Invoice run processing status
- B. Billing type
- C. Billing day of month
- D. Billing account
- E. Next change date

정답: C

설명:

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product. The system evaluates several fields to calculate an order product's next billing date. If the order product is billed in advance, Salesforce evaluates the order's billing day of month to choose the nearest date on or before the order product's start date. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line. Reference Understanding Next Billing Date - Salesforce

질문 # 149

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