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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is a specialized certification that is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Earning this certification can help individuals demonstrate their expertise in managing revenue processes using this platform, and it can help businesses identify individuals with the skills and knowledge needed to manage their revenue streams effectively. If you are a Salesforce professional who works with Revenue Cloud, this certification can be a valuable addition to your resume.

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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q139-Q144):

### NEW QUESTION # 139

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

**Answer: B,D**

Explanation:

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.

#### **NEW QUESTION # 140**

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

**Answer: C**

Explanation:

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)<sup>1</sup>. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines<sup>1</sup>. It provides a way to customize the calculation sequence that happens when a quote is calculated<sup>1</sup>. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules<sup>1</sup>. References Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

#### **NEW QUESTION # 141**

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

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

**Answer: B**

Explanation:

Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models<sup>1</sup>. The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included<sup>21</sup>. Reference Revenue Cycle Management Software by Revenue Cloud - Salesforce Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

### NEW QUESTION # 142

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Small, Testable
- B. Investable, Negotiable, Valuable, Estimable, Small, Testable
- C. Independent, Negotiable, Valuable, Equal, Small, Testable @
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

**Answer: A**

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable<sup>12</sup>. It is a set of criteria used to assess the quality of a user story in Agile methodologies<sup>12</sup>. Here's what each term means:

\* Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story<sup>12</sup>.

\* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten<sup>12</sup>.

\* Valuable: A user story must deliver value to the end user<sup>12</sup>.

\* Estimable: You must always be able to estimate the size of a user story<sup>12</sup>.

\* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty<sup>12</sup>.

\* Testable: The user story or its related description must provide the necessary information to make test development possible<sup>12</sup>.

References: 12

### NEW QUESTION # 143

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Group
- B. Order by Group
- C. Order by Quote Line Group
- D. Invoice Batch

**Answer: C**

### NEW QUESTION # 144

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