

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Reliable Exam Review & Test Revenue-Cloud-Consultant-Accredited-Professional Cram Review



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>> **Salesforce Revenue-Cloud-Consultant-Accredited-Professional Reliable Exam Review** <<

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q47-Q52):

NEW QUESTION # 47

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers"what should be included in the design of this solution?. (Choose 2 options)

- A. Legacy Orders and invoices should be migrated
- B. Use a summary variable targeting the subscription object with a Price Rule.
- C. Custom Action to retrieve Purchased quantities from an external source

- D. Contracts, Subscriptions and Assets should be populated with historical data.
- E. Discount schedules with Cross Orders checked.

Answer: D,E

NEW QUESTION # 48

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- A. Developer
- B. Technical Architect
- C. Customer Success Manager
- D. Project Manager
- E. Solution Architect

Answer: D

Explanation:

In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager¹. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion². This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget².

When an escalation happens, the Project Manager is typically the one who steps in to resolve the issue. They work closely with all stakeholders, including the Solution Architect, Technical Architect, Customer Success Manager, and Developer, to ensure that the project stays on track and meets its objectives¹.

References:

- * What Does a Salesforce Project Manager Do? - Salesforce Ben
- * Learn About the Salesforce Admin Role - Trailhead

NEW QUESTION # 49

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Customer Acceptance sign off
- B. A Design Document
- C. A Change Order
- D. Migration from Sandbox to Production
- E. Complete deployment migration plan

Answer: A

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable¹². It is a set of criteria used to assess the quality of a user story in Agile methodologies¹². 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 story¹².

* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten¹².

* Valuable: A user story must deliver value to the end user¹².

* Estimable: You must always be able to estimate the size of a user story¹².

* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain

* level of certainty¹².

* Testable: The user story or its related description must provide the necessary information to make test development possible¹².

References: ¹²

<https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/>

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NEW QUESTION # 50

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. Billing type
- B. Next change date
- C. Billing account

- C. invoice run processing status
- D. Billing day of month

Answer: D

NEW QUESTION # 51

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

- A. extending customization using coding best practices to improve scalability
- B. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- C. 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 task in UAT
- D. Architect the revenue cloud solution to follow suit by

Answer: A

Explanation:

Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION # 52

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