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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q45-Q50):

NEW QUESTION # 45

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 account
- D. Next change date
- E. Billing day of month

Answer: E

Explanation:

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product¹. The system evaluates several fields to calculate an order product's next billing date¹. 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 date¹. 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 date¹. 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 line¹. Reference Understanding Next Billing Date - Salesforce

NEW QUESTION # 46

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. The client's income statements and balance sheet
- B. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- C. brochures that provided detail to the products and services the client offers
- D. The latest release notes found at help.salesforce.com > salesforce CPQ patch notes
- E. A sample proposal the client provides to their customers

Answer: B,C,E

NEW QUESTION # 47

What are 3 risks when using too many cross-object formula fields in a revenue cloud project?

- A. Formula fields are editable after the calculation completes the Sales user or process automation can overwrite its value
- B. Formula field data is not always available during CPQ quote calculation
- C. Formula fields have unlimited access to objects many relationships away which makes it vulnerable to data changes
- D. They can easily exceed limits if not carefully designed and tested
- E. They are computationally expensive

Answer: B,D,E

Explanation:

Cross-object formula fields are useful for accessing data from related objects, but they also have some drawbacks and risks, especially when used excessively in a revenue cloud project. Some of the risks are:

They can easily exceed limits if not carefully designed and tested. Cross-object formula fields count against the total number of fields allowed per object, and they also consume more resources than regular fields. If the formula is too complex or references too many objects, it can cause performance issues, errors, or failures. For example, a formula can only reference up to 10 unique relationships, and a record can only trigger up to 16 levels of cross-object formula updates. 2 Formula field data is not always available during CPQ quote calculation. CPQ quote calculation is a process that evaluates the pricing, discounts, taxes, and other factors of a quote. During this process, some cross-object formula fields may not have the latest data or may not be accessible at all, depending on the order of execution and the timing of the updates. This can lead to inaccurate or inconsistent results, or even prevent the quote from being calculated. 3 They are computationally expensive. Cross-object formula fields require more processing power and time than regular fields, as they need to query and calculate data from multiple objects and relationships. This can affect the overall performance and responsiveness of the revenue cloud project, especially when there are many cross-object formula fields involved. Additionally, cross-object formula fields can trigger cascading updates and validations, which can further increase the computational load and complexity. 4 Reference:

- 1: What Is a Cross-Object Formula? - Salesforce
- 2: Formula Operators and Functions - Salesforce
- 3: Salesforce Real Dumps Practice Exam Questions by Dumpswarp
- 4: Create Cross-Object Formulas Unit | Salesforce Trailhead

NEW QUESTION # 48

How does Hold Billing work?

- A. 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".
- B. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- C. It Prevents invoice document generation and stops email notifications from going out to the customer.
- **D. 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"**

Answer: D

NEW QUESTION # 49

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. Determine whether your sandbox is on a preview or non-preview instance**
- B. The platform ensures that all sandboxes are upgraded all the same time so wait for the upgrade
- C. submit ticket to support when you want your sandbox updated
- **D. review status salesforce.com to determine refresh cutoff dates for the new release**

Answer: A,D

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 # 50

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