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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.

To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q158-Q163):

NEW QUESTION # 158

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- **C. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.**
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.

Answer: C

NEW QUESTION # 159

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- **A. Excellent Communication Skills both verbal and written**
- B. Having Deep Knowledge of competitor products
- C. Experience in A Selling Role With Quota Responsibilities
- **D. Being Effective at planning monitoring and reviewing**
- **E. Understanding Design pitfalls and Migration actions to course correct**

Answer: A,D,E

NEW QUESTION # 160

What are three fundamental principles when scoping a Revenue Cloud Project?

- **A. Alignment with customer on cpq and billing Terminology**
- **B. Lead with Business Requirements and Process**
- C. Interview Customer first before Knowledge Sharing with the sales team.
- **D. Think Transformation before Customization**
- E. Add new technology to the existing Process

Answer: A,B,D

Explanation:

* C. Lead with Business Requirements and Process: This principle helps you understand the

* specific needs and objectives of the project, as well as the current and desired state of the business processes. It also helps you align the project scope with the business value and outcomes.

* D. Think Transformation before Customization: This principle helps you leverage the best practices and capabilities of Revenue Cloud, and avoid unnecessary or complex customizations that may increase costs, risks, and maintenance efforts. It also helps you embrace change and innovation, and optimize your revenue operations.

* A. Alignment with customer on CPQ and Billing Terminology: This principle helps you establish a common language and understanding of the key concepts and features of Revenue Cloud, such as CPQ (Configure-Price-Quote), Billing, Subscription

Management, etc. It also helps you avoid

NEW QUESTION # 161

A CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- **A. Rules that have a narrower evaluation scope will lead to better performance**
- B. Ensure users who want to create large quotes have the CPQ Plus license
- **C. Ensure Salesforce CPQ is upgraded to the latest release**
- D. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- **E. Reuse referenced fields across the UI and rules**

Answer: A,C,E

Explanation:

To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:

- * C. Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.
- * D. Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.
- * E. Rules that have a narrower evaluation scope will lead to better performance: Configuring rules to operate within a narrower scope means that fewer calculations are necessary during each transaction, which speeds up the quote generation process. These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

NEW QUESTION # 162

What is the most Scalable way to set the legal Entity on the Order Product and OrderProduct Consumption Schedule?

- A. Use a Workflow
- B. Use a Custom Setting
- **C. Use a Flow that is triggered when the record is created and run before the record is saved.**
- D. Use a Quote Calculator Plugin(QCP)

Answer: C

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.

A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.

A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming. Reference:

Legal Entities

Automation Guidelines for Orders and Order Products

Flow Builder

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