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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q144-Q149):

NEW QUESTION # 144

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 object will need to absorb legacy data?

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

Answer: D

Explanation:

Contracted pricing is a feature of Salesforce Revenue Cloud that allows sales users to create new quotes with established rate cards and account specific discounts. Contracted pricing enables sales users to honor the pricing that was originally negotiated with current customers, regardless of any changes in the product catalog or price book. Contracted pricing works by creating contracted price records for each product and account combination, and applying them to the quote lines when creating a new quote. Contracted pricing can be created manually or automatically, and can be based on existing quotes, orders, or contracts. Contracted pricing is the best option to fulfill the user story, as it can store the legacy data of the original pricing agreements and use them for future quotes. Subscription is not the best option, as it is a feature of Salesforce Revenue Cloud that allows sales users to create recurring revenue streams from products or services that are sold on a periodic basis. Subscription does not store or apply the legacy data of the original pricing agreements, but rather uses the current product catalog and price book. Subscription is useful for creating quotes for new or renewing customers, but not for honoring the pricing that was originally negotiated with current customers. 3 Order products are not the best option, as they are records that represent the products or services that are sold to a customer through an order. Order products do not store or apply the legacy data of the original pricing agreements, but rather use the current product catalog and price book. Order products are useful for creating invoices and revenue schedules, but not for creating new quotes with established rate cards and account specific discounts.

Entitlements are not relevant to the user story, as they are records that represent the service level agreements or support terms that a customer is entitled to based on their purchase. Entitlements do not store or apply the legacy data of the original pricing agreements, but rather use the current product catalog and price book. Entitlements are useful for managing customer service and support, but not for creating new quotes with established rate cards and account specific discounts.

Reference:

1: Contracted Pricing - Salesforce

2: Contracted Pricing | Salesforce Subscription Management | Salesforce Developers

3: Subscriptions - Salesforce

4: Order Products - Salesforce

5: Entitlements - Salesforce

NEW QUESTION # 145

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

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

Answer: A,C,E

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C; Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References: <https://www.study4exam.com/salesforce/free-revenue-cloud-consultant-accredited-professionals>
https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 146

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

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

Answer: D

NEW QUESTION # 147

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

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

Answer: C

Explanation:

A project manager is the role that is primarily responsible for project success, especially when an escalation on a Revenue Cloud project happens. A project manager oversees the end-to-end delivery of a Salesforce project, ensuring that the project is delivered within scope, budget, and timeline. A project manager also coordinates the communication and collaboration among the project team, the customer, and other stakeholders, as well as manages the risks, issues, and changes that may arise during the project lifecycle. A project manager is the first point of contact for any escalation on a Revenue Cloud project, and is expected to resolve the escalation promptly and effectively, by applying the appropriate escalation management process and involving the relevant parties. A project manager also monitors and reports on the project progress, quality, and satisfaction, and ensures that the project meets the customer's expectations and business objectives. 1234 References:

* 1: Your Guide to Salesforce Roles & Responsibilities

* 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel

* 3: Marketing Cloud Consultant Job Description

* 4: What Is Salesforce Revenue Cloud?

NEW QUESTION # 148

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Load and Edit
- B. Load.
- C. Always
- D. Save

Answer: B

Explanation:

Load universal containers has recently implemented and released CPQ to users in their production environment, after an extensive testing cycle in a sandboxed environment .

NEW QUESTION # 149

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