

# **Exam Revenue-Cloud-Consultant-Accredited-Professional Simulator Online & Revenue-Cloud-Consultant-Accredited-Professional Valid Exam Topics**



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Salesforce Revenue Cloud Consultant Accredited Professional Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

Earning the Salesforce Revenue Cloud Consultant Accredited Professional certification can help you stand out in the competitive job market and enhance your career opportunities. It demonstrates your expertise and credibility in implementing and consulting on Salesforce Revenue Cloud solutions. By passing the exam, you can also join a community of certified professionals who share best practices and help each other stay up-to-date with the latest industry trends and technologies.

**>> Exam Revenue-Cloud-Consultant-Accredited-Professional Simulator Online <<**

## **Revenue-Cloud-Consultant-Accredited-Professional Valid Exam Topics & Latest Revenue-Cloud-Consultant-Accredited-Professional Exam Cram**

If you can get a certification, it will help you a lot, for instance, it will help you get a more job and a better title in your company than before, and the Revenue-Cloud-Consultant-Accredited-Professional certification will help you get a higher salary. We believe that our company has the ability to help you successfully pass your exam and get a Revenue-Cloud-Consultant-Accredited-Professional certification by our Revenue-Cloud-Consultant-Accredited-Professional exam torrent. We can promise that you would

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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting, products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q123-Q128):

### NEW QUESTION # 123

What does RASIC stand for?

- A. React, Action, Support, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Consulted
- C. Responsible, Actionable, Supporting, Informed, Communicate
- D. Responsible, Accountable, Supporting, Informed, Consulted

**Answer: D**

Explanation:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

\* R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

\* A (Accountable): This is the person, or people, who will approve or deny the task once it's complete.

The person responsible can also play this role, but it can also be a technical expert or stakeholder.

\* S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

\* I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

\* C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews.

References

\* Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

### NEW QUESTION # 124

A user story for a Revenue Cloud implementation states. As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month'. what implementation option should a revenue cloud consultant pursue first?

- A. Set up an invoice scheduler
- B. Set up a Payment Scheduler
- C. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- D. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".

**Answer: A**

Explanation:

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automatethe creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include.

You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the userstory, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 12 Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also donot provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can

only check the bill now checkbox after the order status is changed to "Activated", and they cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of execution, and their impact on performance. 4 Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations. [5] References:

- 1: Invoice Schedulers for Automating Invoice Creation - Salesforce
- 2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers
- 3: Use Invoice Scheduler to Generate Invoices - Salesforce
- 4: Workflow Rules Considerations - Salesforce
- [5]: Payment Schedulers for Automating Payment Collection - Salesforce

#### NEW QUESTION # 125

A user reports they are unable to see the Managed Asset Viewer on Account record pages. A Revenue Cloud Consultant investigates and confirms that the Managed Asset Viewer component has not been added to the Account record page. How should the consultant ensure that users can view and edit asset data using the Managed Asset Viewer?

- A. Verify that the user has the Revenue Lifecycle Management license. Then, enable the Assets-related list on the Account record page to show the Managed Asset Viewer.
- B. Assign the user a permission set that grants Read access to Account record pages and Read access to Assets. Next, drag it onto the Account page layout.
- C. In Lightning App Builder, drag the Managed Asset Viewer to the Account record page. Select the checkbox to show the side panel when a user clicks a record link.

**Answer: C**

#### NEW QUESTION # 126

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes. Which three considerations should UC keep in mind when designing their Solution?

- A. Give sales reps flexibility to apply any discount.
- B. Print out the approval matrix into cards that the sales reps can carry around.
- C. Document the discount approval levels for each approver.
- D. Identify backup approvers in case the primary approver is out of the office.
- E. Define the discount threshold or limit allowed for the sales reps.

**Answer: C,D,E**

Explanation:

To design a multi-leveled approval matrix for controlling discounts on quotes, Universal Containers should consider the following:

- \* Identify backup approvers in case the primary approver is out of the office. This will ensure that the approval process is not delayed or stalled due to the unavailability of the primary approver. Backup approvers can be assigned using the Delegated Approver feature in Salesforce, which allows users to delegate their approval authority to another user for a specific period of time. 1
  - \* Define the discount threshold or limit allowed for the sales reps. This will help to enforce the pricing policies and prevent excessive or unauthorized discounts. The discount threshold or limit can be defined using the Approval Thresholds feature in Salesforce CPQ, which allows setting up different approval rules based on the discount percentage, amount, or margin. 2
  - \* Document the discount approval levels for each approver. This will help to clarify the roles and responsibilities of each approver and the criteria for approving or rejecting a quote. The discount approval levels can be documented using the Approval Processes feature in Salesforce, which allows creating a sequence of steps and actions that an approval request must go through. 3
- References:
- \* Approval Thresholds
  - \* Approval Processes
  - \* Delegated Approver

#### NEW QUESTION # 127

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- B. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- C. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

**Answer: D**

Explanation:

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

A: Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system: It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic<sup>12</sup>.

B: Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud<sup>13</sup>.

D: Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users<sup>14</sup>.

References

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales  
 Salesforce Revenue Cloud: A Guide | Billing Platform CRM Implementation Considerations- Salesforce The Ultimate Guide to  
 Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration

## NEW QUESTION # 128

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