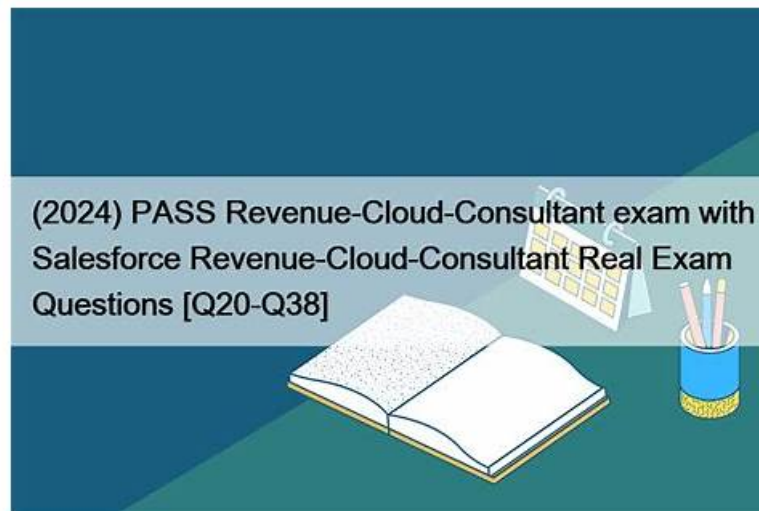


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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q101-Q106):**

### **NEW QUESTION # 101**

What fields are required on the usage record to load and rate the usage?

- A. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup

- B. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity
- C. start date time,order product ID,unit of measure,quantity,usage summary lookup,account
- D. Account,order,order product,usage summary start date time,end date time,quantity

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period<sup>1</sup>.

The required fields on the usage record to load and rate the usage are:

- \* Start Date Time: This field represents the start of the usage period<sup>1</sup>.
- \* End Date Time: This field represents the end of the usage period<sup>1</sup>.
- \* Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs<sup>1</sup>.
- \* Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match<sup>1</sup>.
- \* Unit of Measure: This field represents the unit in which the usage is measured<sup>1</sup>.
- \* Quantity: This field represents the amount of usage<sup>1</sup>.

These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing<sup>2</sup>.

References

- \* Usage Summary and Usage Fields - Salesforce
- \* Usage-Based Products - Salesforce

#### NEW QUESTION # 102

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

**Answer: A,B,C**

#### NEW QUESTION # 103

A pricing administrator is tasked with providing a system discount based on certain characteristics of a product. The 'Advanced Training product is based on a product classification called 'Training Training' has five attributes defined, each having a Yes or No option. The pricing administrator marks three attributes on

'Advanced Training' as Price Impacting and then updates Attribute Based Adjustments to finalize all requirements.

How many records will this create in the Attribute Discount Entries' lookup table?

- A. 0
- B. 1
- C. 2

**Answer: B**

#### NEW QUESTION # 104

Which three are key steps when documenting user stories?

- A. Identify the acceptance criteria or result for satisfying the user story.
- B. Identify the actor or personas in this user story
- C. Design the solution while the business process is being defined
- D. Document user acceptance test scripts for the user story.
- E. Know which business process the requirement supports to categorize the user story

**Answer: A,B,E**

Explanation:

User stories are short, simple descriptions of a feature or functionality from the perspective of the end user or customer. User stories are used to capture the requirements and value proposition of a product or service in an agile framework. User stories should follow some best practices to ensure clarity, consistency, and alignment with the business goals and user needs. [2] Some of the key steps when documenting user stories are:

1 Know which business process the requirement supports to categorize the user story. This helps to prioritize and organize the user stories based on the business value and impact they deliver. It also helps to avoid duplication and inconsistency among user stories. [3] 2 Identify the actor or personas in this user story. This helps to define the user role, needs, goals, and motivations that drive the user story. It also helps to create empathy and understanding for the user and their context. [4] 3 Identify the acceptance criteria or result for satisfying the user story. This helps to specify the expected outcome, behavior, or functionality that the user story should deliver. It also helps to define the scope, quality, and testability of the user story. [5] 4 Designing the solution while the business process is being defined is not a key step when documenting user stories. This can lead to premature or biased decisions that may not address the real user problem or value proposition. User stories should focus on the what and why, not the how. The solution design should be done after the user stories are validated and prioritized, and in collaboration with the development team and other stakeholders. [6]

Documenting user acceptance test scripts for the user story is not a key step when documenting user stories.

This can be done later, after the user stories are refined and detailed, and before the development and testing phases. User acceptance test scripts are used to verify that the user story meets the acceptance criteria and the user expectations. [7] References:

1: User Stories | Examples and Template | Atlassian

2: How to Write Perfect User Stories (With Templates): A Step-By-Step Guide | airfocus

3: 10 Tips for Writing Good User Stories - Roman Pichler

4: The Anatomy of a User Story | Scrum Alliance | Includes Template

5: Best Practices to Succeed with User Stories - DZone

6: UX documentation: Guide, best practices, template

#### NEW QUESTION # 105

Which three options might cause incorrect future invoicing for an amended order product?

- A. Contracting from the Amended Opportunity
- B. Not contracting the Amendment Order
- C. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines
- D. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
- E. Having a subscription on the Contract be linked to an unallocated Payment

**Answer: B,C,D**

Explanation:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A) Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing [1].

B) Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines: If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order [2].

C) Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft: If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order [2].

#### NEW QUESTION # 106

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