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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- **B. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date**
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated

Answer: B

Explanation:

Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models¹.

The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included²¹. References Revenue Cycle Management Software by Revenue Cloud - Salesforce Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

NEW QUESTION # 74

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Order Products with Next Charge Date equal to or earlier January 15
- B. Usage Summaries with Next Billing Date equal to or earlier than January 15
- C. Order Products with Next Billing Date equal to or after January 15
- **D. Order Products with Next Billing Date equal to or earlier than January 15**

Answer: D

Explanation:

In Salesforce Revenue Cloud, an Invoice Scheduler is used to automate the generation of invoices for billable order products. The Invoice Scheduler uses an Invoice Run to evaluate when and if an Order Product gets invoiced¹.

When the Invoice Scheduler is set up with a Target Date (e.g., January 15) and Bill Usage Charges is set to False, it will generate invoice lines for Order Products with a Next Billing Date that is equal to or earlier than the Target Date¹. This is because the Invoice Run is looking for eligible Order Products that match its criteria, which in this case would be Order Products with a Next Billing Date on or before the Target Date¹.

It's important to note that the Invoice Scheduler kicks off Invoice Runs when it hits the start time that you specify. For example, if you have a monthly Invoice Scheduler that runs on the 15th of every month, it will generate invoices for all Order Products with a Next Billing Date of January 15 or earlier¹.

Reference:

Use Invoice Scheduler to Generate Invoices - Salesforce

Using Invoice Schedulers to Automate Invoice Creation - Salesforce

NEW QUESTION # 75

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- **A. Same product names with different Term length**
- **B. Same product names commonly found in the same bundle**
- **C. Same product names with different attribute values**
- D. Same products with different serial numbers
- E. Same product names with different bulk discount levels

Answer: A,B,C

NEW QUESTION # 76

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

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

Answer: C,D,E

Explanation:

Cross object formula fields are fields that reference data from related objects using lookup or master-detail relationships. They can be useful to display information from parent or child objects without creating custom code or workflows. However, using too many cross object formula fields in a Revenue Cloud project can pose some risks, such as:

Formula field data is not always available during CPQ quote calculation. This means that the formula fields may not reflect the latest values from the related objects when the quote is being generated or updated. This can cause inaccurate pricing, discounts, or taxes. To avoid this, it is recommended to use CPQ fields or custom fields instead of cross object formula fields for quote calculation. 12 They are computationally expensive. This means that the formula fields require more processing power and time to evaluate and display the data from the related objects. This can affect the performance and responsiveness of the application, especially if there are multiple formula fields on the same object or page layout. To avoid this, it is recommended to limit the number and complexity of cross object formula fields, and use filters or conditions to reduce the number of records that need to be evaluated. 34 They can easily exceed limits if not carefully designed and tested. This means that the formula fields can cause errors or warnings if they exceed the maximum length, number, or level of relationships allowed by Salesforce. For example, a formula field can only reference up to 10 unique relationships and span up to five levels of relationships. If these limits are exceeded, the formula field will not save or display correctly. To avoid this, it is recommended to review the formula field limits and best practices, and test the formula fields in different scenarios and environments.

References:

- 1: Lookup Price Rule query considerations with Salesforce CPQ [7]
- 2: Salesforce CPQ Quote Calculation Stages [8]
- 3: What Is a Cross-Object Formula? - Salesforce [9]
- 4: Tips for Reducing Formula Size and Complexity - Salesforce [10]
- 5: Formula Field Limits - Salesforce [11]

NEW QUESTION # 77

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate
- B. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- C. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- D. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas

Answer: A

Explanation:

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information. Reference:

https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en US&type=5

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION # 78

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