

# Revenue-Cloud-Consultant-Accredited-Professional pass rate - Revenue-Cloud-Consultant-Accredited-Professional test online materials - Lead2pass pass test



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To be eligible for the Salesforce Revenue Cloud Consultant Accredited Professional certification, candidates must have a minimum of six months of experience working with Salesforce Revenue Cloud solutions. Additionally, candidates must complete the Salesforce Revenue Cloud Consultant training course, which covers the fundamentals of the platform and provides candidates with the knowledge they need to pass the certification exam. The training course is available online and can be completed at the candidate's own pace.

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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q35-Q40):

### NEW QUESTION # 35

What Planning Strategies Should be taken to Make User Acceptance Testing(UAT) efficient?(Choose 3 options)

- A. Issue change orders for all incidents that arise during testing
- B. Execute all tests on behalf of the customer
- C. Finalize test plans before the build Phase completes
- D. Train UAT testers on the new functionality
- E. Define and agree on acceptance criteria with customer

**Answer: C,D,E**

**Explanation:**

User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performed in a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:

\* Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the

software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases. Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12

\* Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the business processes and workflows that the software supports, as well as the new features and enhancements that are being tested. Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand the expected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34

\* Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software. Finalizing the test plans before the build phase completes ensures that the UAT phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment.

It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6]

References:

- \* Learn About User Acceptance Testing
- \* User Acceptance Testing Strategies for Large Data Volume Scenarios
- \* 5x Salesforce Professional Revenue Cloud Tests 2023
- \* A Guide to Salesforce User Testing (UAT)

### NEW QUESTION # 36

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

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

Answer: E

### NEW QUESTION # 37

what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. routine generation of quote having 200 quote lines
- B. multiple automation types (trigger/workflows, flows) on a single object
- C. extensive use of quote line custom fields
- D. External API calls within the pricing sequence
- E. routine generation of invoices having 200 invoice lines

Answer: B,C,D

Explanation:

The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:

A: Multiple automation types (trigger/workflows, flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation.

B: External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slowdown the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation.

C: Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation.

References: 1

<https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesforce> Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure,

affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quotelines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

#### NEW QUESTION # 38

When selecting products to add to a quote, a sales user updates an attribute represented by a custom field. The user intends to use the selected value in other downstream processes.

Which Mapping Intents should they select when creating the Mapping for the context definition?

- A. Association
- B. Hydration
- C. Persistence

**Answer: C**

#### NEW QUESTION # 39

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

**Answer: D**

Explanation:

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automate the 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 user story, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 1. 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 do not 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. 2. 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 the impact on performance. 3. 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 # 40

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