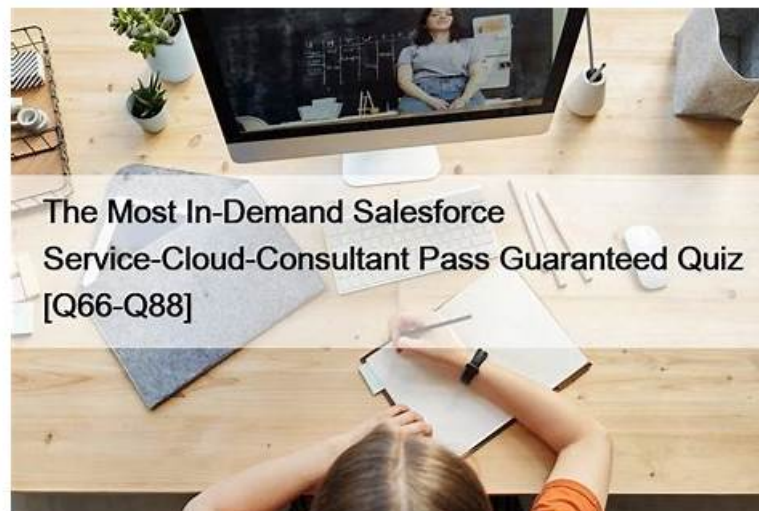


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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q140-Q145):

### NEW QUESTION # 140

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. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- B. Set up a Payment Scheduler
- 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 # 141

Universal Containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Amendment of legacy contract and subscription data requires asset-based renewal method
- B. Legacy subscription data are missing a lookup to a source quote line record
- C. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ
- D. Required fields are missing or incorrectly populated on the legacy contract and subscription data

**Answer: D**

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

Reference

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

### NEW QUESTION # 142

After a quote is created from amending a bundle asset, a user unselects a bundle component inside the configurator and saves and exits to land in the quote line items (Transaction Line Editor or TLE) view.

How will the user be able to identify the unselected bundle component?

- A. No line items will be displayed that correspond to the unselected component.
- B. The line item status field will show 'Canceled', and the quantity will be 1 for the unselected component.
- **C. It will show a red cancel tag against the product that was unselected, and the quantity will be -1.**

**Answer: C**

### NEW QUESTION # 143

Universal Containers has recently implemented and released CPQ to users in their production environment.

After an extensive testing Cycle in a sandboxed environment.

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Opportunity Product object.
- B. The User did not execute post-installation scripts upon their first login to CPQ.
- **C. The User did not have the proper access to the Quote Object.**
- D. The User did not have the proper access to the Quote Line object.

**Answer: C**

Explanation:

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field. Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there. References:

[https://help.salesforce.com/s/articleView?id=000316738&language=en\\_US&type=1](https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1)

<https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1> In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucial for the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

### NEW QUESTION # 144

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. The client's income statements and balance sheet
- **B. brochures that provided detail to the products and services the client offers**
- **C. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer**
- **D. A sample proposal the client provides to their customers**
- E. The latest release notes found at [help.salesforce.com](https://help.salesforce.com) > salesforce CPQ patch notes

**Answer: B,C,D**

Explanation:

A Revenue Cloud consultant needs to understand the client's business, their products or services, and their sales process before they can effectively scope a Revenue Cloud project.

A: A sample proposal the client provides to their customers: This document can give the consultant insights into the client's current sales process, pricing strategies, and customer interactions<sup>1</sup>.

B: Brochures that provide detail to the products and services the client offers: These materials can help the consultant understand the client's product offerings, their unique selling points, and how they position themselves in the market<sup>1</sup>.

D: An approval matrix documentation that describes the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal approval processes, which is crucial for configuring the approval workflows in Revenue Cloud<sup>2</sup>.

C: The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce-cpq-patch-notes): While these notes are important for staying updated on the latest features and bug fixes in Salesforce CPQ, they may not directly help the consultant understand the client's specific project requirements<sup>3</sup>.

E: The client's income statements and balance sheet: While these financial documents can provide valuable insights into the client's financial health and performance, they may not directly contribute to understanding the client's Revenue Cloud project requirements<sup>1</sup>.

References: Salesforce Revenue Cloud documents<sup>1</sup>, Salesforce Approval Processes<sup>2</sup>, Salesforce CPQ Patch Notes<sup>3</sup>.

## NEW QUESTION # 145

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