

# PracticeVCE Dumps Meet Your Salesforce Revenue-Cloud-Consultant-Accredited-Professional Preparation Needs



Whereas the other two Salesforce Revenue-Cloud-Consultant-Accredited-Professional practice test software are concerned both are the mock Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam and give you real-time Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam environment for quick and complete Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Preparation. Our Revenue-Cloud-Consultant-Accredited-Professional test dumps pdf can help you clear exam and obtain exam at the first attempt.

Salesforce Revenue Cloud Consultant Accredited Professional Exam is designed for professionals who have a deep understanding of the Salesforce Revenue Cloud platform. Salesforce Revenue Cloud is a set of tools and services that enable businesses to manage their revenue streams, automate revenue recognition processes, and gain insights into their revenue performance. The Revenue Cloud Consultant Accredited Professional certification is a validation of an individual's expertise in implementing Revenue Cloud solutions and advising clients on best practices.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an excellent way for professionals to validate their skills and knowledge in revenue management and optimization. Salesforce Revenue Cloud Consultant Accredited Professional certification is recognized globally and is highly valued by employers who are looking for skilled professionals who can help them maximize their revenue potential. By passing the certification exam, professionals can enhance their career prospects and gain access to a network of certified professionals who can help them stay up to date with the latest trends and best practices in the industry.

## Latest Revenue-Cloud-Consultant-Accredited-Professional Dumps Free - Test Revenue-Cloud-Consultant-Accredited-Professional Question

If you are craving for getting promotion in your company, you must master some special skills which no one can surpass you. To suit your demands, our company has launched the Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam materials especially for office workers. For on one hand, they are busy with their work, they have to get the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification by the little spread time.

### Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q144-Q149):

#### NEW QUESTION # 144

A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Allocate the payment to an invoice on account B
- B. Allocate the payment if allocated and reparent the payment to account B
- C. Set the payment status to canceled and create a new payment on account B
- D. **Allocate the payment if allocated, create a refund and then create a new payment for account B**

#### Answer: D

Explanation:

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:

Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.

Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.

Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B. It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.

References:

[Use Payments to Correct Errors on Posted Refunds - Salesforce](#)

[Make a Payment on an Invoice - Salesforce](#)

[Payments and Credits - Salesforce](#)

#### NEW QUESTION # 145

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. invoice run
- B. source
- C. auto number
- D. Legal entity
- E. **matching ID**

#### Answer: E

#### NEW QUESTION # 146

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. **A sample proposal the client provides to their customers**

- B. The client's income statements and balance sheet
- C. Brochures that provide detail to the products and services the client offers
- D. The latest release notes found at [help.salesforce.com](http://help.salesforce.com)>Salesforce CPQ patch notes
- E. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer

**Answer: A,C,E**

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](http://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>.

#### **NEW QUESTION # 147**

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. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- 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: A,B,C**

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>.

Reference

[Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales](http://www.salesforce.com)  
[Salesforce Revenue Cloud: A Guide | BillingPlatform CRM Implementation Considerations- Salesforce The Ultimate Guide to](http://www.salesforce.com)  
[Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration](http://www.salesforce.com)

#### **NEW QUESTION # 148**

What does the 'safe harbor' slide at the beginning of every Salesforce presentation mean?

- A. Anything presented from Salesforce must be kept confidential
- B. You and/or your customer are making scoping, design, planning, purchasing, making decisions based on current and available capabilities

- C. roadmap capability will be released exactly as they are demonstrated
- D. new release capabilities will not have impact to existing implementations

**Answer: B**

Explanation:

The 'safe harbor' slide at the beginning of every Salesforce presentation is a legal disclaimer that informs the audience that the presentation may contain forward-looking statements about the company's future products, features, capabilities, performance, and financial results. These statements are based on the company's current expectations, assumptions, and projections, and are subject to risks, uncertainties, and changes that may cause the actual results to differ materially from the statements. Therefore, the audience should not rely on these statements as guarantees or promises of future performance or availability, and should make their own independent decisions based on the current and available capabilities of the company. The 'safe harbor' slide also directs the audience to the company's website, where they can find more information about the factors that may affect the forward-looking statements, as well as the company's most recent financial reports and filings. 12 References:

- \* Salesforce - Safe Harbor
- \* Salesforce Announces Record Fourth Quarter and Full Year Fiscal 2022 Results - Salesforce Earnings

**NEW QUESTION # 149**

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