

Certification Revenue-Cloud-Consultant-Accredited-Professional Exam, Exam Revenue-Cloud-Consultant-Accredited-Professional Flashcards



Learn the importance of self-evident, and the stand or fall of learning outcome measure, in reality of hiring process, for the most part through your grades of high and low, as well as you acquire the qualification of how much remains. Therefore, the Revenue-Cloud-Consultant-Accredited-Professional practice materials can give users more advantages in the future job search, so that users can stand out in the fierce competition and become the best. Actually, just think of our Revenue-Cloud-Consultant-Accredited-Professional Test Prep as the best way to pass the exam is myopic. They can not only achieve this, but ingeniously help you remember more content at the same time.

Salesforce Revenue Cloud is a robust platform that provides businesses with a comprehensive suite of revenue management tools. The platform enables businesses to manage their sales cycle from lead generation to cash collection. The Salesforce Revenue Cloud Consultant Accredited Professional certification exam tests candidates on their ability to implement and configure the Salesforce Revenue Cloud solution to meet the needs of their clients. Revenue-Cloud-Consultant-Accredited-Professional exam covers topics such as revenue recognition, pricing and discounting, billing and invoicing, and revenue forecasting.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a highly sought-after accreditation for professionals who are looking to take their career in revenue management and optimization to the next level. Salesforce Revenue Cloud Consultant Accredited Professional certification is designed to validate the skills and knowledge of individuals who are responsible for implementing Salesforce Revenue Cloud solutions to clients. Revenue-Cloud-Consultant-Accredited-Professional exam is intended for professionals with experience in revenue management, sales operations, and finance.

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Exam Revenue-Cloud-Consultant-Accredited-Professional Flashcards & Revenue-Cloud-Consultant-Accredited-Professional Cert

Although at this moment, the pass rate of our Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam braindumps can be said to be the best compared with that of other exam tests, our experts all are never satisfied with the current results because they know the truth that only through steady progress can our Salesforce Revenue-Cloud-Consultant-Accredited-Professional Preparation materials win a place in the field of exam question making forever.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q89-Q94):

NEW QUESTION # 89

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?
Revenue Cloud SP23

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

Answer: D

NEW QUESTION # 90

How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".
- **B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"**
- C. It Prevents invoice document generation and stops email notifications from going out to the customer.
- D. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".

Answer: B

Explanation:

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger. When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active. Reference:

https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5

<https://trailhead.salesforce.com/users/officialblaze/trailmixes/revenue-cloud-get-started-with-billing>

NEW QUESTION # 91

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- **A. Watermarks**
- **B. Contract Redlining**
- **C. Electronic Signature**
- D. Invoice Generation
- E. Attachments

Answer: A,B,C

NEW QUESTION # 92

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. description of new requirements that will help fix the issue
- **B. Expected results**
- C. expected resolution date
- **D. steps to replace issue**
- **E. quote number order number or invoice number**

Answer: B,D,E

Explanation:

During User Acceptance Testing (UAT), when an incident is submitted due to a discrepancy in the invoice total, the following information should be included in the description of the incident for a quick resolution:

B) Quote number, order number, or invoice number: This information is crucial as it helps identify the specific transaction that has caused the issue.

D) Steps to reproduce the issue: Providing a clear and detailed step-by-step process to reproduce the issue is essential. This allows the team to understand the exact scenario under which the issue occurs, making it easier to diagnose and resolve.

E) Expected results: Clearly stating what the expected results should be provides a benchmark against which the actual results can be compared. This helps in understanding the deviation and the impact of the issue.

Reference

Learn About User Acceptance Testing Unit | Salesforce Trailhead

User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education
Resolve an Incident - Salesforce Steps to Implement Incident Management in Your Salesforce Org

NEW QUESTION # 93

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action
- B. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- C. Implement the lookup price rules immediately then review with the solution Architect.
- D. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint, Otherwise Complete on the subsequent sprint.
- E. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Answer: A

Explanation:

According to the Salesforce Revenue Cloud Implementation Guide, any changes to the design document during the build phase should be communicated to the project manager, who will assess the impact of the changes on the project scope, timeline, and budget. The project manager will then decide whether to accept, reject, or defer the changes, and update the project plan accordingly. This is the best practice to ensure that the project is delivered on time, on budget, and with the expected quality and functionality.

Implementing the lookup price rules immediately without consulting the project manager or the solution architect could result in errors, inconsistencies, or conflicts with the existing design or other components of the solution. It could also cause delays or rework if the changes are not aligned with the customer's expectations or requirements. Therefore, option B and option E are not appropriate.

Consulting with the solution architect first could help to expedite the updates to the design document, but it would still require the approval of the project manager and the customer before implementing the changes. Therefore, option D is not sufficient.

Communication to the customer that ongoing adjustments can be made as long as we are in the build phase could create confusion or unrealistic expectations about the project scope and timeline. It could also undermine the credibility and authority of the project manager and the solution architect, who are responsible for managing the project and ensuring the quality of the solution. Therefore, option A is not advisable.

Reference:

1: Salesforce Revenue Cloud Implementation Guide, page 17

2: Lookup Price Rule query considerations with Salesforce CPQ 3

NEW QUESTION # 94

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Consultant-Accredited-Professional practice materials are totally the perfect one. Different from all other bad quality practice materials that cheat you into spending much money on them, our Revenue-Cloud-Consultant-Accredited-Professional practice materials are the accumulation of professional knowledge worthy practicing and remembering.

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