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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 is beneficial for professionals who work in revenue management, finance, accounting, and consulting. It demonstrates to employers and clients that the individual has the knowledge and skills to implement Revenue Cloud solutions that can help their organization streamline their revenue management processes and improve their overall financial performance.

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Pdf Study

Passing an exam requires diligent practice, and using the right study Salesforce Certification Exams material is crucial for optimal performance. With this in mind, Itcertmaster has introduced a range of innovative Revenue-Cloud-Consultant-Accredited-Professional Practice Test formats to help candidates prepare for their Revenue-Cloud-Consultant-Accredited-Professional.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q51-Q56):

NEW QUESTION # 51
Which Revenue Cloud Feature can` be customized to provide an aggregated view of the current goods and services on a contract?

- A. Amendments
- B. Renewals
- C. Customer Asset LifeCycle Management(CALM)
- D. Subscriptions
- E. Orders

Answer: D

Explanation:
Customer Asset LifeCycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination. Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies. Reference:
https://www.salesforce.com/au/products/revenue-lifecycle-management/
https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features

NEW QUESTION # 52
Which valid actions can a consultant perform on a standard context definition?

- A. Copy & Edit
- B. Extend & Clone
- C. Deactivate & Edit

Answer: B

NEW QUESTION # 53
Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- B. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.
- C. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- D. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.

Answer: D

Explanation:
In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested1. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from1. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences2. Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer2. References Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 54

A Salesforce CPQ implementation suffers from poor performance.The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements.what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?(Choose 2 options)

- A. Implement lookup price rules where applicable
- B. Implement Quote Calculator Plugin where Possible to replace price rules.
- C. Replace recursive price rule logic with nested bundles.
- D. Create a support case and request to increase the processing limits so that price rulesperform better.
- E. Implement triggers and Apex that behave like price rules.

Answer: A,B

Explanation:
A Salesforce CPQ implementation can suffer from poor performance due to a large number of active price rules supporting complex pricing requirements. To improve performance in this area, a Revenue Cloud Consultant can consider the following tactics:
Implement lookup price rules where applicable (Option B): Lookup price rules in Salesforce CPQ allow for the mapping of data points on a quote line to data in a custom object, finding a matching record with the same values, and retrieving an associated field value from the matched record1. This can help reduce the number of price rules needed, thereby improving performance1.
Implement Quote Calculator Plugin where possible to replace price rules (Option C): The Quote Calculator Plugin in Salesforce CPQ allows for the addition of extra functionality to the quote line editor with custom JavaScript code2. This can change how calculations are performed and manage page-level security such as field visibility2. By replacing some price rules with functionalities in the Quote Calculator Plugin, the number of price rules can be reduced, leading to improved performance2.
Reference:
Salesforce CPQ Lookup Price Rules
Salesforce CPQ Quote Calculator Plugin

NEW QUESTION # 55

Which three options might cause incorrect future invoicing for an amended order product?

- A. Having a subscription on the Contract be linked to an unallocated Payment
- B. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
- C. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines
- D. Not contracting the Amendment Order
- E. Contracting from the Amended Opportunity

Answer: B,C,D

Explanation:
Incorrect future invoicing for an amended order product might be caused by the following scenarios:
A: Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing1.
B: Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines:
If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.
C: Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft:
If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.
References: Salesforce Revenue Cloud documents12

NEW QUESTION # 56

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