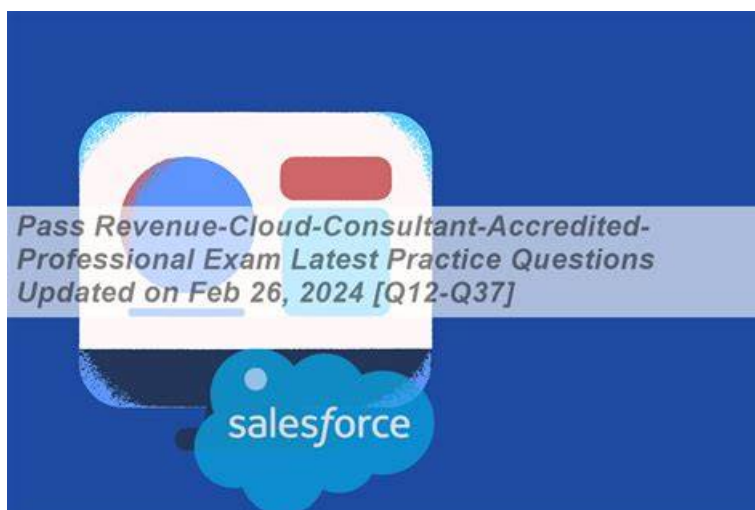


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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Section	Weight	Objectives
Revenue Cloud Implementation Management	29%	- Manage build, test, deployment and support phases - Document solution design and implementation roadmap - Lead scoping sessions and capture business requirements
New Release Capabilities	3%	- Understand impacts of new features on existing designs - Implement solutions aligned with current available capabilities
Revenue Cloud Technical Design	68%	- Evaluate when customization is appropriate versus standard functionality - Analyze legacy data impact and migration considerations - Identify and assess project risks and mitigation strategies - Design CPQ and Billing solutions aligned with managed package capabilities

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q115-Q120):

NEW QUESTION # 115

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

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

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. References:

<https://www.salesforce.com/au/products/revenue-lifecycle-management/>

<https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features>

NEW QUESTION # 116

During User Acceptance Testing (UAT) a tester submits an incident because the Invoice total did not match the expected results. Which three types of Information should be Included In the description of the incident to facilitate a quick resolution?

Choose 3 answers

- **A. Determine if the expected result is not a request for new functionality.**
- **B. Investigate for root cause, if the design was implemented incorrectly then apply corrective action to resolve the defect.**
- C. Re-write the test case with a corrected expected result
- D. Adjust formula fields until the correct values match his expectations to provide an immediate fix
- **E. Validate the tester is properly following the UAT plan and is trained**

Answer: A,B,E

NEW QUESTION # 117

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. Method required fields are missing or incorrectly populated on the legacy contract and subscription data**
- B. migrated contracts and subscriptions cannot be amended using salesforce CPQ
- C. legacy subscription data are missing a lookup to a source quote line record
- D. Amendment of legacy contract and subscription data requires asset-based renewal

Answer: A

Explanation:

In Salesforce CPQ, when amending legacy contracts, encountering the 'attempt to de-reference a null object' error often points to issues with the underlying data structure of the migrated contracts and subscriptions. This error typically occurs when required fields are not present or are incorrectly populated, leading to null references in the system's code. It's essential to ensure that all necessary fields on legacy contracts and subscriptions are correctly filled in to support amendments in Salesforce CPQ. This might involve reviewing and correcting the data migration process to ensure that all required fields are accurately populated and that the data integrity is maintained.

NEW QUESTION # 118

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

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

Answer: A,B,D

NEW QUESTION # 119

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports. Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ QuoteLine C.
- B. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ QuoteLine c on opportunity Product.
- C. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ QuoteLine C.
- D. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ QuoteLine C.

Answer: D

NEW QUESTION # 120

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