

# Exam Revenue-Cloud-Consultant-Accredited-Professional Duration - Revenue-Cloud-Consultant-Accredited-Professional Learning Materials

REVENUE CLOUD CONSULTANT  
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Salesforce Revenue Cloud Consultant Accredited Professional Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q36-Q41):

### NEW QUESTION # 36

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

- A. They can easily exceed limits if not carefully designed and tested
- **B. They are computationally Expensive.**
- **C. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.**
- D. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value
- **E. Formula field data is not always available during CPQ quote calculation**

**Answer: B,C,E**

### NEW QUESTION # 37

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. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- D. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ

**Answer: B**

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.

References

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

### NEW QUESTION # 38

An invoice run with a target date of 6/1/20 has completed with no errors. An order product with a next billing date of 6/1/20 did not generate an invoice line. Which of the following fields might hold a value that would account for this?

- A. Next change date
- B. Billing type
- C. Billing account
- D. Invoice run processing status
- **E. Billing day of month**

**Answer: E**

Explanation:

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product. The system evaluates several fields to calculate an order product's next billing date. If the order product is billed in advance, Salesforce evaluates the order's billing day of month to choose the nearest date on or before the order product's start date. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line. Reference: Understanding Next Billing Date - Salesforce

### NEW QUESTION # 39

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

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

**Answer: A,B,C**

Explanation:

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

\* Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners. 1

\* Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage. 2

\* Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more information and clarity to the contract parties. 3

References:

\* 1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

\* 2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.

\* 3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

### NEW QUESTION # 40

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

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

**Answer: A,B,D**

### NEW QUESTION # 41

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