

Revenue-Cloud-Consultant-Accredited-Professional Exam Paper Pdf, Valid Exam Revenue-Cloud-Consultant-Accredited-Professional Registration

REVENUE CLOUD CONSULTANT
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an advanced certification that requires extensive knowledge and experience with revenue management. Revenue-Cloud-Consultant-Accredited-Professional exam covers topics such as revenue recognition, pricing and discounting, product management, billing and collections, and revenue forecasting. It is designed to test the candidate's ability to design and implement revenue management solutions within the Salesforce platform.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q86-Q91):

NEW QUESTION # 86

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the activation date
- B. Set the billing day of the month
- C. Set the order start date
- D. Set the order end date

Answer: A

Explanation:

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the ability to set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce CPQ's broader set of features designed to provide customizable solutions to complex quoting and order management challenges.

NEW QUESTION # 87

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

Answer: A,C,D

Explanation:

Cross object formula fields are fields that reference data from related objects using lookup or master-detail relationships. They can be useful to display information from parent or child objects without creating custom code or workflows. However, using too many cross object formula fields in a Revenue Cloud project can pose some risks, such as:

Formula field data is not always available during CPQ quote calculation. This means that the formula fields may not reflect the latest values from the related objects when the quote is being generated or updated. This can cause inaccurate pricing, discounts, or taxes. To avoid this, it is recommended to use CPQ fields or custom fields instead of cross object formula fields for quote calculation. 12 They are computationally expensive. This means that the formula fields require more processing power and time to evaluate and display the data from the related objects. This can affect the performance and responsiveness of the application, especially if there are multiple formula fields on the same object or page layout. To avoid this, it is recommended to limit the number and complexity of cross object formula fields, and use filters or conditions to reduce the number of records that need to be evaluated. 34 They can easily exceed limits if not carefully designed and tested. This means that the formula fields can cause errors or warnings if they exceed the maximum length, number, or level of relationships allowed by Salesforce. For example, a formula field can only reference up to 10 unique relationships and span up to five levels of relationships. If these limits are exceeded, the formula field will not save or display correctly. To avoid this, it is recommended to review the formula field limits and best practices, and test the formula fields in different scenarios and environments.

Reference:

- 1: Lookup Price Rule query considerations with Salesforce CPQ [7]
- 2: Salesforce CPQ Quote Calculation Stages [8]
- 3: What Is a Cross-Object Formula? - Salesforce [9]
- 4: Tips for Reducing Formula Size and Complexity - Salesforce [10]

NEW QUESTION # 88

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 triggers and Apex that behave like price rules.
- **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 rules perform better.
- **E. Implement lookup price rules where applicable**

Answer: B,E

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 # 89

Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Human Resource
- **B. Sales operations**
- **C. Technology**
- D. Accounting and finance
- **E. Information**
- F. Customer Service

Answer: B,C,E

Explanation:

When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handle the technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

NEW QUESTION # 90

What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- **A. Creating process builders and flows to pass data between fields instead of using twin field mapping**
- B. documenting logical architecture diagrams for data flow between systems
- **C. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.**
- **D. using price book entries to handle attribute based variations instead of lookup price rules**
- E. designing the product catalog with SKU rationalization in mind

Answer: A,C,D

Explanation:

The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:

A: Using price book entries to handle attribute based variations instead of lookup price rules: Price book entries are not designed to handle attribute-based variations. Instead, lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy.

C: Creating process builders and flows to pass data between fields instead of using twin field mapping:

Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code.

D: Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles:

Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected.

References:

<https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/>

NEW QUESTION # 91

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