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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q131-Q136):

NEW QUESTION # 131
When activating an order with a contract attached, the Revenue Cloud sates rep notices that the contract does not have the attached assets.
What caused this to happen?

- A. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not

automatically create the Asset Contract Relationship records.
- B. The sales rep did not manually create the Asset Contract Relationship object in order for the Contract to be linked to the Assets.
- C. The Asset Contract Relationship toggle is not active in the Setup -> Revenue Settings -> Automatically create Asset Contract Relationship.

Answer: C

NEW QUESTION # 132

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes.Which three considerations should UC Keep in mind when designing their Solution?

- A. Print out the approval matrix into cards that the sales reps can carry around.
- B. Document the discount approval levels for each approver.
- C. Define the discount threshold or limit allowed for the sales reps
- D. Give sales reps flexibility to apply any discount.
- E. Identify backup approvers in case the primary approver is out of the office.

Answer: B,C,E

Explanation:
To design a multi-leveled approval matrix for controlling discounts on quotes, Universal Containers should consider the following: Identify backup approvers in case the primary approver is out of the office. This will ensure that the approval process is not delayed or stalled due to the unavailability of the primary approver. Backup approvers can be assigned using the Delegated Approver feature in Salesforce, which allows users to delegate their approval authority to another user for a specific period of time. 1 Define the discount threshold or limit allowed for the sales reps. This will help to enforce the pricing policies and prevent excessive or unauthorized discounts. The discount threshold or limit can be defined using the Approval Thresholds feature in Salesforce CPQ, which allows setting up different approval rules based on the discount percentage, amount, or margin. 2 Document the discount approval levels for each approver. This will help to clarify the roles and responsibilities of each approver and the criteria for approving or rejecting a quote. The discount approval levels can be documented using the Approval Processes feature in Salesforce, which allows creating a sequence of steps and actions that an approval request must go through. 3 Reference:
Approval Thresholds
Approval Processes
Delegated Approver

NEW QUESTION # 133

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

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.
References:

* Salesforce CPQ Lookup Price Rules
* Salesforce CPQ Quote Calculator Plugin

NEW QUESTION # 134

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Submit a ticket to support when you want your sandbox Updated.
- B. Determine whether your sandbox is on a preview or non preview instance.
- C. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- D. Review status.salesforce.com to determine refresh cutoff for the new release

Answer: B,D

Explanation:

In Salesforce Revenue Cloud, when a new release is being deployed, it's important to test the implementation against the new release before it deploys to production. This can be achieved by:
* Reviewing status.salesforce.com to determine refresh cutoff for the new release: Salesforce provides information about the refresh cutoff for the new release on status.salesforce.com. This allows you to know when the new release will be available in the sandbox for testing.
* Determining whether your sandbox is on a preview or non-preview instance: Salesforce refreshes preview sandboxes a month before each major release. Regular, non-preview sandboxes are refreshed toward the end of the release cycle. Knowing whether your sandbox is on a preview or non-preview instance can help you plan your testing schedule accordingly.
It's worth noting that while Salesforce ensures that all sandboxes are upgraded, the timing of the upgrade can vary depending on whether the sandbox is on a preview or non-preview instance. Submitting a ticket to support when you want your sandbox updated is not a standard practice for preparing for a new release.
References
* Test New Releases in a Sandbox Unit | Salesforce Trailhead
* Salesforce Introduces Revenue Cloud to Help Businesses Accelerate ...

NEW QUESTION # 135

What are two benefits to having trained customer CPQ admins participate in the planning, design and build phases?(Q2R)

- A. Customer is better equipped to scale and maintain functionality post-golive
- B. Presents more opportunity for customers to ask for new requirements
- C. Facilitates a more efficient test phase
- D. Increases the commercial value to the paid engagement
- E. Eliminates the need for documentation

Answer: A,C

Explanation:

The benefits of having trained customer CPQ admins participate in the planning, design, and build phases include:
* A. Facilitates a more efficient test phase: Trained CPQ admins can leverage their understanding of both the platform's capabilities and the company's specific requirements to craft more effective tests and more quickly identify potential issues.
* E. Customer is better equipped to scale and maintain functionality post-go-live: With deep involvement in the project phases, CPQ admins gain a thorough understanding of the setup and customization, which empowers them to manage, scale, and adapt the system as business needs evolve without always relying on external support.
These benefits highlight the importance of involving knowledgeable internal team members in significant project phases to ensure long-term success and operational efficiency.

NEW QUESTION # 136

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