

Revenue-Cloud-Consultant-Accredited-Professional

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none"> Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.
Thema 2	<ul style="list-style-type: none"> New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.
Thema 3	<ul style="list-style-type: none"> Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.

Revenue-Cloud-Consultant-Accredited-Professional Unterlage, Revenue-Cloud-Consultant-Accredited-Professional Testking

Nach den Forschungen in den letzten Jahren sind die Fragen und Antworten zur Salesforce Revenue-Cloud-Consultant-Accredited-Professional Zertifizierungsprüfung von ITZert den realen Prüfung sehr ähnlich. ITZert verspricht, dass Sie zum ersten Mal die Salesforce Revenue-Cloud-Consultant-Accredited-Professional (Salesforce Revenue Cloud Consultant Accredited Professional) Zertifizierungsprüfung 100% bestehen können.

Salesforce Revenue Cloud Consultant Accredited Professional Revenue-Cloud-Consultant-Accredited-Professional Prüfungsfragen mit Lösungen (Q95-Q100):

95. Frage

What fields are required on the usage record to load and rate the usage?

- A. Account,order,order product,usage summary start date time,end date time,quantity
- B. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
- C. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity
- D. start date time,order product ID,unit of measure,quantity,usage summary lookup,account

Antwort: C

96. Frage

A product has a list price of US\$15,000. An attribute-based price override of \$12,000 is applied first, followed by a \$1,000 bundle based adjustment discount and a 10% manual discount at the end of the product sale.

What will be the final price of the product shown in the net price column of the Transaction Line Editor of a quote line item for this product?

- A. \$1,800
- B. \$9,500
- C. \$9,900

Antwort: C

97. Frage

What is the most Scalable way to set the legal Entity on the Order Product and OrderProduct Consumption Schedule?

- A. Use a Custom Setting
- B. Use a Flow that is triggered when the record is created and run before the record is saved.
- C. Use a Workflow
- D. Use a Quote Calculator Plugin(QCP)

Antwort: B

Begründung:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved,

which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

* A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.

* A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.

* A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming.

References:

* Legal Entities

* Automation Guidelines for Orders and Order Products

* Flow Builder

98. Frage

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.**

Antwort: D

Begründung:

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. Reference Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

99. Frage

What are three Key Characteristics of an implementation partner leading a revenue cloud scoping session?

- **A. Being Effective at planning monitoring and reviewing**
- **B. Excellent Communication Skills both verbal and written**
- C. Experience in A Selling Role With Quota Responsibilities
- D. Having Deep Knowledge of competitor products
- **E. Understanding Design pitfalls and Migration actions to course correct**

Antwort: A,B,E

Begründung:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C: Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References:

https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

100. Frage

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