How You Can Pass the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam On First Attempt

We understand our candidates have no time to waste, everyone wants an efficient learning. So we take this factor into consideration, develop the most efficient way for you to prepare for the Revenue-Cloud-Consultant-Accredited-Professional exam, that is the real questions and answers practice mode, firstly, it simulates the real Salesforce Revenue Cloud Consultant Accredited Professional test environment perfectly, which offers greatly help to our customers. Secondly, it includes printable PDF Format, also the instant access to download make sure you can study anywhere and anytime. All in all, high efficiency of Revenue-Cloud-Consultant-Accredited-Professional Exam Material is the reason for your selection.

Salesforce Revenue Cloud Consultant Accredited Professional certification is an excellent way for professionals to demonstrate their expertise in revenue management and optimization. Salesforce Revenue Cloud Consultant Accredited Professional certification is recognized globally and is highly valued by employers who are looking for skilled professionals who can help them maximize their revenue potential. Salesforce Revenue Cloud Consultant Accredited Professional certification also provides professionals with the opportunity to network with other certified professionals and stay up to date with the latest trends and best practices in the industry.

Salesforce Revenue Cloud is a cloud-based platform that helps businesses manage their revenue streams, optimize pricing, and streamline their sales processes. It is a comprehensive solution that enables businesses to manage all aspects of their sales cycle, from lead generation to payment collection. The Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the knowledge and skills of professionals who work with this platform.

>> Revenue-Cloud-Consultant-Accredited-Professional Actualtest <<

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Salesforce Revenue Cloud Consultant Accredited Professional certification exam is designed for professionals who have experience in implementing and consulting on Salesforce Revenue Cloud solutions. Revenue-Cloud-Consultant-Accredited-Professional Exam Tests your knowledge and skills in the areas of revenue recognition, pricing and product management, and order management. By earning this certification, you can demonstrate your expertise in helping organizations maximize their revenue potential.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q94-Q99):

NEW QUESTION # 94
Which three are key steps when documenting user stories?

- A. Identify the acceptance criteria or result for satisfying the user story.
- B. Identity the actor or personas in this user story
- C. Design the solution while the business process is being defined
- D. Know which business process the requirement supports to categorize the user story
- E. Document user acceptance test scripts for the user story.

Answer: A,B,D

Explanation:
User stories are short, simple descriptions of a feature or functionality from the perspective of the end user or customer. User stories are used to capture the requirements and value proposition of a product or service in an agile framework. User stories should follow some best practices to ensure clarity, consistency, and alignment with the business goals and user needs. 12 Some of the key steps when documenting user stories are:
* Know which business process the requirement supports to categorize the user story. This helps to prioritize and organize the user stories based on the business value and impact they deliver. It also helps to avoid duplication and inconsistency among user stories. 3
* Identify the actor or personas in this user story. This helps to define the user role, needs, goals, and motivations that drive the user story. It also helps to create empathy and understanding for the user and their context. 4
* Identify the acceptance criteria or result for satisfying the user story. This helps to specify the expected outcome, behavior, or functionality that the user story should deliver. It also helps to define the scope, quality, and testability of the user story. 5 Designing the solution while the business process is being defined is not a key step when documenting user stories. This can lead to premature or biased decisions that may not address the real user problem or value proposition. User stories should focus on the what and why, not the how. The solution design should be done after the user stories are validated and prioritized, and in collaboration with the development team and other stakeholders. 6 Documenting user acceptance test scripts for the user story is not a key step when documenting user stories.
This can be done later, after the user stories are refined and detailed, and before the development and testing phases. User acceptance test scripts are used to verify that the user story meets the acceptance criteria and the user expectations. [7] References:
* 1: User Stories | Examples and Template | Atlassian
* 2: How to Write Perfect User Stories (With Templates): A Step-By-Step Guide | airfocus
* 3: 10 Tips for Writing Good User Stories - Roman Pichler
* 4: The Anatomy of a User Story | Scrum Alliance | Includes Template
* 5: Best Practices to Succeed with User Stories - DZone
* 6: UX documentation: Guide, best practices, template

NEW QUESTION # 95
The order management plugin functionality allows the architect to override which of thefollowing default package behavior in salesforce CPQ?

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

Answer: C

NEW QUESTION # 96
Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different Term length
- B. Same product names with different bulk discount levels
- C. Same product names commonly found in the same bundle

- D. Same products with different serial numbers
- E. Same product names with different attribute values

Answer: A,C,E

Explanation:
SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs1. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios2.
In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:
B) Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage2.
D) Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases2.
E) Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing2.
Reference:
https://www.simplus.com/sku-rationalization-strategy/

NEW QUESTION # 97
What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Investable, Negotiable, Valuable, Estimable, Small, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable @
- C. Independent, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

Answer: C

Explanation:
INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable12. It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:
* Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story12.
* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten12.
* Valuable: A user story must deliver value to the end user12.
* Estimable: You must always be able to estimate the size of a user story12.
* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.
* Testable: The user story or its related description must provide the necessary information to make test development possible12.
References: 12

NEW QUESTION # 98
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- B. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated

Answer: A

Explanation:
Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models1. The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included21.

Reference Revenue Cycle Management Software by Revenue Cloud - Salesforce Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

NEW QUESTION # 99

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