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Salesforce Revenue Cloud Consultant Accredited Professional exam is a highly sought-after certification exam for professionals who are interested in specializing in Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is designed to test the candidate's knowledge and skills in the areas of revenue management, pricing, and product management. Revenue-Cloud-Consultant-Accredited-Professional Exam is intended for individuals who already have experience working with Salesforce and are looking to advance their skills and knowledge.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q136-Q141):

NEW QUESTION # 136
What are the 3 reasons why you would need an appexchange solution to support generating a document is support of a revenue cloud project?

- A. Attachments
- B. watermarks
- C. Electronic signature
- D. Invoice Generation
- E. Contract Redlining

Answer: B,C,E

Explanation:
Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:
* Watermarks (A): Watermarks can be used to mark documents as confidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.
* Electronic Signature : Electronic signatures are often required for contracts and other legal documents. AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.
* Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process. This is a specialized functionality that can be provided by AppExchange solutions.
References
* 10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy
* Revenue Cloud Collection Page - Salesforce
* Extending Customer 360 with Salesforce AppExchange
* What Is Salesforce AppExchange and How Can I Use It?

NEW QUESTION # 137
Which valid actions can a consultant perform on a standard context definition?

- A. Copy & Edit
- B. Extend & Clone
- C. Deactivate & Edit

Answer: B

NEW QUESTION # 138
Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Business Process Mapping
- B. Order Management

- C. Quote Document and e-signature
- D. Products and Bundles

Answer: A

Explanation:
In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.
References
* Get Started with Salesforce CPQ Unit | Salesforce Trailhead
* CPQ Scoping Questionaire? : r/salesforce - Reddit
* How To: Salesforce CPQ: Build a Bundle

NEW QUESTION # 139
Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. Yes, bundle configuration is a necessary part of CPQ and it should always beimplemented.
- B. Yes, bundle Configuration should be introduced and it's up to the customer to decidewhether they need it or not.
- C. No, if the customer is not using bundle configuration currently, they won't need it in thefuture.
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it'sbrought up specifically.

Answer: B

Explanation:
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

NEW QUESTION # 140
Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Batch
- B. Order by Quote Line Group
- C. Invoice Group
- D. Order by Group

Answer: C

Explanation:
In Salesforce Revenue Cloud, the feature needed to split Order Products into different Invoice runs is the Invoice Group. The Invoice Group field on the order product is used to define more levels of grouping. After the invoice run groups order products by their billing account and payment terms, it then considers the order's invoice grouping. This process is useful for invoicing certain types of order products separately from your other order products1.
Reference:
Grouping Order Products into Invoices - Salesforce
To split Order Products into different Invoice runs, the feature needed is "Invoice Group." Salesforce Billing allows for the customization of invoice groups, enabling the billing of order products that meet specific criteria separately. This functionality is particularly useful for separating invoices with different billing or payment terms and for consolidating several order products into a single invoice when needed. By defining an Invoice Group ID, users can control the invoicing process for order products more granularly, ensuring that invoicing aligns with business requirements.

NEW QUESTION # 141

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