

# 100% Pass Salesforce - Revenue-Cloud-Consultant-Accredited-Professional-Trustable Test Review



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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.

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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q65-Q70):

### NEW QUESTION # 65

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

**Answer: C,E**

### NEW QUESTION # 66

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Load and Edit
- **B. Load.**
- C. Always
- D. Save

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:

Load: The rule will be evaluated when the product bundle is opened.

Edit: The rule will be evaluated when the product bundle is edited.

Save: The rule will be evaluated upon Save.

Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

References

Salesforce CPQ Product Rules: General Considerations

Decide When Rules Evaluate Unit | Salesforce Trailhead

Product Rules - Salesforce

### NEW QUESTION # 67

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?"

- **A. Discount schedules with cross orders checked**
- **B. Contracts, subscriptions and assets should be populated with historical data**
- C. Legacy orders and invoice should be migrated
- D. use a summary variable targeting the subscription object with a price rule
- E. custom action to retrieve purchased quantities from an external source

**Answer: A,B**

Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality<sup>1</sup>. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels<sup>1</sup>.

In the context of the user story, the company wants to reward loyal customers by including previously purchased quantities in pricing calculations on the quote. This can be achieved by using discount schedules with cross orders checked<sup>2</sup>.

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote<sup>2</sup>. By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts<sup>2</sup>. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty<sup>2</sup>.

Reference

Salesforce Revenue Cloud

Understanding Salesforce Revenue Cloud

### NEW QUESTION # 68

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers"what should be included in the design of this solution?. (Choose 2 options)

- A. Custom Action to retrieve Purchased quantities from an external source
- B. Legacy Orders and invoices should be migrated
- C. Contracts,Subscriptions and Assets should be populated with historical data.
- D. Discount schedules with Cross Orders checked.
- E. Use a summary variable targeting the subscription object with a Price Rule.

**Answer: C,D**

#### NEW QUESTION # 69

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?

- A. 1. Deploy the custom object and decision table into the staging sandbox  
2. Map the decision table in the default pricing recipe.  
3. Refresh the decision table or sync Pricing.
- B. 1. Deploy the decision table into the staging sandbox.  
2. Map the decision table in the default pricing recipe.  
3. Import the data for the decision table, then refresh the decision table.
- C. 1. Deploy the custom object and decision table into the staging sandbox.  
2. Map the decision table in the default pricing recipe.  
3. Import the data for the custom object, then sync Pricing.

**Answer: B**

#### NEW QUESTION # 70

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