

Revenue-Cloud-Consultant-Accredited-Professional Trustworthy Source - Latest Revenue-Cloud-Consultant- Accredited-Professional Test Voucher



Now there are many IT professionals in the world and the competition of IT industry is very fierce. So many IT professionals will choose to participate in the IT certification exam to improve their position in the IT industry. Revenue-Cloud-Consultant-Accredited-Professional Exam is a very important Salesforce's certification exam. But if you want to get a Salesforce certification, you must pass the exam.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an excellent way for professionals to validate their skills and knowledge 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. By passing the certification exam, professionals can enhance their career prospects and gain access to a network of certified professionals who can help them stay up to date with the latest trends and best practices in the industry.

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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 (Q127-Q132):

NEW QUESTION # 127

A Revenue Cloud User story states "Sales Users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, contracts, Quotes what other object will need to absorb legacy data?

- A. Entitlements
- B. Subscription
- C. Contracted Pricing
- D. Order Products

Answer: C

Explanation:

Contracted pricing is a feature of Salesforce Revenue Cloud that allows sales users to create new quotes with established rate cards and account specific discounts. Contracted pricing enables sales users to honor the pricing that was originally negotiated with current customers, regardless of any changes in the product catalog or price book. Contracted pricing works by creating contracted price records for each product and account combination, and applying them to the quote lines when creating a new quote. Contracted pricing can be created manually or automatically, and can be based on existing quotes, orders, or contracts. Contracted pricing is the best option to fulfill the user story, as it can store the legacy data of the original pricing agreements and use them for future quotes. Subscription is not the best option, as it is a feature of Salesforce Revenue Cloud that allows sales users to create recurring revenue streams from products or services that are sold on a periodic basis. Subscription does not store or apply the legacy data of the original pricing agreements, but rather uses the current product catalog and price book. Subscription is useful for creating quotes for new or renewing customers, but not for honoring the pricing that was originally negotiated with current customers. Order products are not the best option, as they are records that represent the products or services that are sold to a customer through an order. Order products do not store or apply the legacy data of the original pricing agreements, but rather use the current product catalog and price book. Order products are useful for creating invoices and revenue schedules, but not for creating new quotes with established rate cards and account specific discounts.

Entitlements are not relevant to the user story, as they are records that represent the service level agreements or support terms that a customer is entitled to based on their purchase. Entitlements do not store or apply the legacy data of the original pricing agreements, but rather use the current product catalog and price book.

Entitlements are useful for managing customer service and support, but not for creating new quotes with established rate cards and account specific discounts.

References:

- * 1: Contracted Pricing - Salesforce
- * 2: Contracted Pricing | Salesforce Subscription Management | Salesforce Developers
- * 3: Subscriptions - Salesforce
- * 4: Order Products - Salesforce
- * 5: Entitlements - Salesforce

NEW QUESTION # 128

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax-exempt depending on a custom field that holds the industry. What is the appropriate solution to address this requirement?

- A. Use Automation to set Tax Rule Based on the value of the custom field.
- B. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- C. Use Automation to set Tax Treatment Based on the value of the custom field.
- D. Use Automation to set Billing Rule Based on the value of the custom field.

Answer: C

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field. This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case. By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field. This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention. References

NEW QUESTION # 129

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- **B. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.**
- C. use bill now on the new order and reparent the new invoice lines to the existing invoice
- D. Use bill now on the new Order and consolidate the invoices

Answer: B

Explanation:

In Salesforce Revenue Cloud, particularly within Salesforce Billing, when an invoice has already been posted and there's a need to add more items from another order associated with that account, one effective approach is to use credit and debit notes. This method allows for adjustments to the invoice's balance while maintaining the availability of the original invoice and invoice line records for reference. This process can be particularly useful in scenarios where a mistake, such as an incorrect account address leading to an incorrect tax calculation, needs to be corrected after the invoice has already been posted.

NEW QUESTION # 130

A business is going through a digital transformation. As part of that process, sales leadership would like to have the contracting process digitized, including generation of clauses, redlining, e-signature, etc.

Which capability should the implementation consultant use to support this requirement?

- **A. Salesforce Contracts Connector for Word**
- B. Document Builder
- C. OmniStudio Document Generation

Answer: A

NEW QUESTION # 131

A user reports they are unable to see the Managed Asset Viewer on Account record pages. A Revenue Cloud Consultant investigates and confirms that the Managed Asset Viewer component has not been added to the Account record page. How should the consultant ensure that users can view and edit asset data using the Managed Asset Viewer?

- A. Verify that the user has the Revenue Lifecycle Management license. Then, enable the Assets-related list on the Account record page to show the Managed Asset Viewer
- **B. In Lightning App Builder, drag the Managed Asset Viewer to the Account record page. Select the checkbox to show the side panel when a user clicks a record link.**
- C. Assign the user a permission set that grants Read access to Account record pages and Read access to Assets. Next, drag it onto the Account page layout.

Answer: B

NEW QUESTION # 132

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