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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83

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 inthe design of this solution?. (Choose 2 options)

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

Answer: A,E

Explanation:

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 Reference:

1: Revenue Management Platform & CPQ Solution - Salesforce.com US

2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce

3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead

4: Discount Schedules - Salesforce

5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION # 84

A user story for a Revenue Cloud implementation states. As an Accounts ReceivableManager, I want toautomatically generate invoices in draft status the same day of everymonth". what implementation option should a revenue cloud consultant pursue first?

- A. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- **B. Set up an invoice scheduler**
- C. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- D. Set up a Payment Scheduler

Answer: B

Explanation:

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automatethe creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include. You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the userstory, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 12 Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also donot provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can only check the bill now checkbox after the order status is changed to "Activated", and they cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of execution, and theimpact on performance. 4 Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations. [5] Reference:

1: Invoice Schedulers for Automating Invoice Creation - Salesforce

2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers

3: Use Invoice Scheduler to Generate Invoices - Salesforce

4: Workflow Rules Considerations - Salesforce

[5]: Payment Schedulers for Automating Payment Collection - Salesforce

NEW QUESTION # 85

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

- A. Extracting from multiple sources takes additional resources and time to access and process
- B. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- C. Large volumes of data take a longer time to load.
- D. The Amendments and Renewals process will be subject to customizations
- E. The creation of external objects will bypass the need for legacy data migration

Answer: A,B,C

Explanation:

Legacy data migration is a critical aspect of a Revenue Cloud implementation and certain considerations can indeed expand the project scope:

A . Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results: Data quality is a key factor in any data migration project. If the legacy data is fragmented or incomplete, additional effort will be required to aggregate and validate the data before it can be migrated to the new system¹.

B . Extracting from multiple sources takes additional resources and time to access and process: If the legacy data resides in multiple sources, it can increase the complexity of the data extraction process. This can require additional resources and time, thus expanding the project scope¹.

E . Large volumes of data take a longer time to load: The volume of data to be migrated can significantly impact the time required for the data load process. Large volumes of data can take a longer time to load, which can extend the project timeline².

C . The creation of external objects will bypass the need for legacy data migration: While creating external objects can help integrate external data sources with Salesforce, it doesn't necessarily bypass the need for data migration. The data still needs to be accessible and in a format that Salesforce can understand³.

D . The Amendments and Renewals process will be subject to customizations: While amendments and renewals are important aspects of the CPQ process, they are not directly related to the data migration process³.

NEW QUESTION # 86

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- C. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

Answer: D

Explanation:

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

A Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system: It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic¹².

B . Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud¹³.

D . Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users¹⁴.

Reference

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel -Salesforce Sales
Salesforce Revenue Cloud: A Guide | Billing Platform CRM Implementation Considerations- Salesforce The Ultimate Guide to
Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration

NEW QUESTION # 87

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Electronic Signature
- B. Attachments
- C. Watermarks
- D. Contract Redlining
- E. Invoice Generation

Answer: A,C,D

Explanation:

A Revenue Cloud project often requires enhanced document capabilities beyond native Salesforce CPQ or Billing.

✓ A - Contract Redlining Requires document collaboration, versioning, and clause-level redline-not native in CPQ. AppExchange apps like Conga, Nintex, DocuSign CLM support this.

✓ B - Watermarks Not supported natively by CPQ Quote Templates or Billing invoice templates.

Requires 3rd-party document generation.

✓ D - Electronic Signature Salesforce does not provide native eSignature.

Common tools: DocuSign, Adobe Sign.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Invoice Generation

Salesforce Billing does generate invoices natively.

E - Attachments

Salesforce Files/Attachments are natively supported; no AppExchange needed.

NEW QUESTION # 88

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