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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam consists of 60 multiple-choice questions and is intended for individuals who have at least six months of experience working with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, revenue management, and revenue forecasting. Candidates must achieve a passing score of 63% to earn the certification.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q102-Q107):

NEW QUESTION # 102

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

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

Answer: C,D,E

Explanation:

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

* Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners. 1

* Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage. 2

* Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more

* information and clarity to the contract parties. 3

References:

* 1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

* 2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.

* 3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

NEW QUESTION # 103

Universal containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Method required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. migrated contracts and subscriptions cannot be amended using Salesforce CPQ
- C. legacy subscription data are missing a lookup to a source quote line record
- D. Amendment of legacy contract and subscription data requires asset-based renewal

Answer: A

NEW QUESTION # 104

Which three data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into Salesforce CPQ?

- A. Migrate Contract and Subscription data via Data Loader
- B. Migrate Opportunity, Quote, and Quote Line data via Data Loader
- C. Utilize the Import Lines feature to migrate Quote and Quote Line data
- D. Adopt a change management strategy that requires sales users recreate in-flight quotes within Salesforce CPQ
- E. Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure "Disable Initial Quote Sync" is disabled

Answer: C,D,E

NEW QUESTION # 105

Universal containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- C. Legacy subscription data are missing a lookup to a source quote line record
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

Answer: A

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

References

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION # 106

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope' .processed with design and build, and address performance issues as the final task in UAT
- B. extending customization using coding best practices to improve scalability
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. Architect the revenue cloud solution to follow suit by

Answer: B

NEW QUESTION # 107

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