

# Latest Revenue-Cloud-Consultant-Accredited-Professional Test Cost - Exam Revenue-Cloud-Consultant-Accredited-Professional Pattern

REVENUE CLOUD CONSULTANT  
ACCREDITED PROFESSIONAL



EXAM GUIDE

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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 Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

Salesforce Revenue Cloud Consultant Accredited Professional certification is beneficial for professionals who work in revenue management, finance, accounting, and consulting. It demonstrates to employers and clients that the individual has the knowledge and skills to implement Revenue Cloud solutions that can help their organization streamline their revenue management processes and improve their overall financial performance.

## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q153-Q158):**

### **NEW QUESTION # 153**

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- **A. Order Products with Next Billing Date equal to or earlier than January 15**
- B. Order Products with Next Billing Date equal to or after January 15
- C. Usage Summaries with Next Billing Date equal to or earlier than January 15
- D. Order Products with Next Charge Date equal to or earlier January 15

**Answer: A**

Explanation:

In Salesforce Revenue Cloud, an Invoice Scheduler is used to automate the generation of invoices for billable order products. The Invoice Scheduler uses an Invoice Run to evaluate when and if an Order Product gets invoiced<sup>1</sup>.

When the Invoice Scheduler is set up with a Target Date (e.g., January 15) and Bill Usage Charges is set to False, it will generate invoice lines for Order Products with a Next Billing Date that is equal to or earlier than the Target Date<sup>1</sup>. This is because the Invoice Run is looking for eligible Order Products that match its criteria, which in this case would be Order Products with a Next Billing Date on or before the Target Date<sup>1</sup>.

It's important to note that the Invoice Scheduler kicks off Invoice Runs when it hits the start time that you specify. For example, if you have a monthly Invoice Scheduler that runs on the 15th of every month, it will generate invoices for all Order Products with a Next Billing Date of January 15 or earlier<sup>1</sup>.

Reference:

Use Invoice Scheduler to Generate Invoices - Salesforce

Using Invoice Schedulers to Automate Invoice Creation - Salesforce

### **NEW QUESTION # 154**

Which 3 objects are updated when posting an invoice?

- **A. Invoice Line**
- **B. Invoice**
- C. Quote Line
- **D. Order Product**
- E. Quote

**Answer: A,B,D**

Explanation:

Order Product: The status of the Order Product is updated when the corresponding Invoice Line is posted. The fields such as 'Invoice Run Processing Status', 'Next Billing Date', 'Next Charge Date', and 'Last Charge To Date' are updated for the next period<sup>1</sup>.

Invoice Line: The Invoice Line object is updated when an invoice is posted. This includes locking the Invoice Line from further changes and finalizing the agreement represented by the invoice<sup>2</sup>.

Invoice: The Invoice object itself is updated when an invoice is posted. This includes changing the status of the invoice from 'Draft' to 'Posted', which locks the invoice from further changes and makes it ready for revenue recognition reporting<sup>2</sup>.

It's important to note that posting an invoice finalizes the agreement and prevents deletion of the invoice or any of its invoice lines.

This ensures that your organization always has a record for legal and bookkeeping purposes<sup>2</sup>.

Reference:

Posting Invoices - Salesforce

Best Practices to Implement Invoice Runs With Salesforce Billing

Unable to Post an Invoice that is in Draft Status - Salesforce

Cancel or Post Invoice Lines in Draft status while Invoice ... - Salesforce

### NEW QUESTION # 155

What planning strategies should be taken to make user acceptance testing (UAT) efficient?

- A. Train UAT testers on the new functionality
- B. Execute all tests on behalf of the customer
- C. Finalize test plans before the build Phase completes
- **D. Define and agree on acceptance criteria with customer**
- E. Issue change orders for all incidents that arise during testing

**Answer: D**

Explanation:

For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is widely recognized best practice in UAT planning and execution in software development and implementation projects.

### NEW QUESTION # 156

What planning strategies should be taken to make user acceptance testing (UAT) efficient?

- **A. Train UAT testers on the new functionality**
- B. Execute all tests on behalf of the customer
- **C. Finalize test plans before the build Phase completes**
- **D. Define and agree on acceptance criteria with customer**
- E. Issue change orders for all incidents that arise during testing

**Answer: A,C,D**

Explanation:

For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is widely recognized best practice in UAT planning and execution in software development and implementation projects.

### NEW QUESTION # 157

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- A. Technical Architect
- B. Developer
- C. Customer Success Manager
- D. Solution Architect
- **E. Project Manager**

**Answer: E**

Explanation:

In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager<sup>1</sup>. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion<sup>2</sup>. This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget<sup>2</sup>.

When an escalation happens, the Project Manager is typically the one who steps in to resolve the issue. They work closely with all stakeholders, including the Solution Architect, Technical Architect, Customer Success Manager, and Developer, to ensure that the project stays on track and meets its objectives<sup>1</sup>.

References:

\* What Does a Salesforce Project Manager Do? - Salesforce Ben

\* Learn About the Salesforce Admin Role - Trailhead

## NEW QUESTION # 158

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