

Revenue-Cloud-Consultant-Accredited-Professional인증 시험덤프 100% 시험패스가능한덤프문제



2026 Fast2test 최신 Revenue-Cloud-Consultant-Accredited-Professional PDF 버전 시험 문제집과 Revenue-Cloud-Consultant-Accredited-Professional 시험 문제 및 답변 무료 공유: https://drive.google.com/open?id=1Zn7T0XrbV7e_7z7j9136GoTAyQUgDnD-

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>> Revenue-Cloud-Consultant-Accredited-Professional인증 시험덤프 <<

Revenue-Cloud-Consultant-Accredited-Professional인증 시험덤프 퍼펙트한 덤프의 모든 문제를 기억하면 시험패스 가능

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최신 Revenue Cloud Consultant Revenue-Cloud-Consultant-Accredited-Professional 무료샘플문제 (Q15-Q20):

질문 # 15

What does RASIC stand for?

- A. Responsible, Accountable, Supporting, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Communicate
- C. React, Action, Support, Informed, Consulted
- D. Responsible, Actionable, Supporting, Informed, Consulted

정답: A

설명:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the

project. Each letter represents a designated role in a task's completion:

R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

A (Accountable): This is the person, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews.

Reference

Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

질문 # 16

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Orders
- B. Customer Asset LifeCycle Management(CALM)
- C. Amendments
- **D. Subscriptions**
- E. Renewals

정답: D

설명:

Customer Asset LifeCycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination.

Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies. References:

<https://www.salesforce.com/au/products/revenue-lifecycle-management/>

<https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features>

질문 # 17

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

정답: C

질문 # 18

An issue is reported during User Acceptance Testing (UAT).

Which initial steps should the implementation team take to ensure efficient resolution and proper resource allocation?

- A. Assume it is a legitimate defect and assign any identified issue directly to the development team so they can fix and deploy the solution.
- **B. Conduct root cause analysis for the issue to determine if it's a legitimate defect, a user training gap, or a new feature request, then route it to the appropriate team.**
- C. Prioritize the issue based solely on its impact on project timelines, fixing any issue that is easy to fix and deferring any deep investigation into its root cause.

정답: B

질문 # 19

What are the 3 reasons why you would need an appexchangesolution to supportgenerating a document is support of a revenue cloud project?

- A. Contract Redlining
- B. Attachments
- C. Electronic signature
- D. watermarks
- E. Invoice Generation

정답: A,C,D

설명:

Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:

Watermarks (A): Watermarks can be used to mark documents as confidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.

Electronic Signature ©: Electronic signatures are often required for contracts and other legal documents.

AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.

Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process. This is a specialized functionality that can be provided by AppExchange solutions.

References

10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy

Revenue Cloud Collection Page - Salesforce

Extending Customer 360 with Salesforce AppExchange

What Is Salesforce AppExchange and How Can I Use It?

질문 # 20

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