

Revenue-Cloud-Consultant-Accredited-Professional Testengine - Revenue-Cloud-Consultant-Accredited- Professional Prüfungsaufgaben

REVENUE CLOUD CONSULTANT
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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Außerdem sind jetzt einige Teile dieser ITZert Revenue-Cloud-Consultant-Accredited-Professional Prüfungsfragen kostenlos erhältlich: <https://drive.google.com/open?id=174aTTCbaLufVIA2HsmN2swGRdG-k3WaN>

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>> Revenue-Cloud-Consultant-Accredited-Professional Testengine <<

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none">• New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.
Thema 2	<ul style="list-style-type: none">• Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.
Thema 3	<ul style="list-style-type: none">• Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.

Salesforce Revenue Cloud Consultant Accredited Professional Revenue-Cloud-Consultant-Accredited-Professional Prüfungsfragen mit Lösungen (Q126-Q131):

126. Frage

Universal Containers has recently implemented and released CPQ to users in their production environment.

After an extensive testing Cycle in a sandboxed environment.

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks.

Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not execute post-installation scripts upon their first login to CPQ.
- **B. The User did not have the proper access to the Quote Object.**
- C. The User did not have the proper access to the Opportunity Product object.
- D. The User did not have the proper access to the Quote Line object.

Antwort: B

Begründung:

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field.

Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there.

References:

https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1

<https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1> In Salesforce CPQ, ensuring that users have the

proper access to the Quote object is crucial for the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

127. Frage

A sales rep creates a quote with a subscription product called 'Monitoring' with a quantity of 25 and a term of 36 months, followed by Order creation, activation, and assetization. 'Monitoring' has associated Product Ramp Segments with Segment Type as Yearly.

How many records will be present for Monitoring for each Asset Action and Asset State Period?

- A. One Asset Action and one Asset State Period
- **B. One Asset Action and three Asset State Periods**
- C. Three Asset Actions and three Asset State Periods

Antwort: B

128. Frage

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

Antwort: A

Begründung:

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.

Reference:

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

129. Frage

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A. using compressed image formats for image files included in the quote document
- B. reducing the number of quote line fields displayed in the quote line editor
- C. reducing the number of line columns that are included in the quote document
- D. increase the number of product of product rules and option constraints
- E. Reducing the number of product rules and option constraints

Antwort: A

Begründung:

Reducing processing times during quote document generation in Salesforce CPQ can be achieved through various optimizations. One effective method is using compressed image formats for image files included in the quote document. This reduces the file size of the images, leading to faster loading and processing times when generating quote documents. While the specific reference to this practice is not directly available in the provided Salesforce Revenue Cloud documents, it is a widely recognized optimization technique in document generation processes to enhance performance and reduce loading times.

130. Frage

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 in the design of this solution?. (Choose 2 options)

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

Antwort: C,E

131. Frage

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