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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q151-Q156):

NEW QUESTION # 151

Which 3 objects are updated when posting an invoice?

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

Answer: B,D,E

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 period1.
* 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 invoice2.
* 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 reporting2.
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 purposes2.
References:
* 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 # 152
What is the successful exit criteria that completesthe User Acceptance Testing (UAT) phase?

- A. Customer Acceptance sign off
- B. A Design Document
- C. A Change Order
- D. Complete deployment migration plan
- E. Migration from Sandbox to Production

Answer: A

Explanation:
INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable12. It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:
Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story12.
Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten12.
Valuable: A user story must deliver value to the end user12.
Estimable: You must always be able to estimate the size of a user story12.
Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.
Testable: The user story or its related description must provide the necessary information to make test development possible12.
References: 12
https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/
https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/

NEW QUESTION # 153
Universal containers recently migrated legacy contracts and subscriptions into salesforcein order to facilitateamendments and renewals in CPQ.however,sales users are gettingthe 'attempt to de-reference a null object' error when amending the legacy contract.Whatis the most likely cause for the error?

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

Answer: C

Explanation:
In Salesforce CPQ, when amending legacy contracts, encountering the 'attempt to de-reference a null object' error often points to issues with the underlying data structure of the migrated contracts and subscriptions. This error typically occurs when required fields are not present or are incorrectly populated, leading to null references in the system's code. It's essential to ensure that all necessary fields on legacy contracts and subscriptions are correctly filled in to support amendments in Salesforce CPQ. This might involve reviewing and correcting the data migration process to ensure that all required fields are accurately populated and that the data integrity is maintained.

NEW QUESTION # 154

Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?

- A. Percent oftotal
- B. Price Rule with lookup table
- C. Discount Schedule
- D. Multi Dimensional Quoting

Answer: D

Explanation:
Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price forthe first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. References:
Create a Multidimensional Quote
Revenue Management Platform & CPQ Solution
Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION # 155

What are three risks when using too many cross object formula fields in aRevenue Cloud Project?

- A. They can easily exceed limits if not carefully designed and tested
- B. They are computationally Expensive.
- C. Formula field data is not always availableduring CPQ quote calculation
- D. Formula fields have unlimited access to object manyrelationships away which makesit vulnerable to data changes.
- E. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value

Answer: B,C,D

NEW QUESTION # 156

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