

Valid Revenue-Cloud-Consultant-Accredited-Professional Real Test - Revenue-Cloud-Consultant-Accredited-Professional Reliable Test Blueprint

REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



EXAM GUIDE

Last Updated: 24 Jun 2021
Exam Content covers up to: Summer '21 Release

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To be eligible for the Salesforce Revenue Cloud Consultant Accredited Professional certification, candidates must have a minimum of six months of experience working with Salesforce Revenue Cloud solutions. Additionally, candidates must complete the Salesforce Revenue Cloud Consultant training course, which covers the fundamentals of the platform and provides candidates with the knowledge they need to pass the certification exam. The training course is available online and can be completed at the candidate's own pace.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional (Salesforce Revenue Cloud Consultant Accredited Professional) Certification Exam is a valuable certification for those who want to become experts in revenue management and optimization within

the Salesforce platform. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed for professionals who have experience in sales and revenue management, and have a deep understanding of the Salesforce Revenue Cloud. Salesforce Revenue Cloud Consultant Accredited Professional certification exam is a comprehensive test that covers all aspects of revenue management within the Salesforce platform.

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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 (Q86-Q91):

NEW QUESTION # 86

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. brochures that provided detail to the products and services the client offers
- C. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- D. The latest release notes found at help.salesforce.com > salesforce CPQ patch notes
- E. The client's income statements and balance sheet

Answer: A,B,C

NEW QUESTION # 87

A sales rep adds a bundle product from the Browse Catalog and saves it to their quote. They are unable to configure the Bundle from the Transaction Line Table or Browse Catalog Which permission is the sales rep missing?

- A. Product Configuration Rules User
- B. Product Configurator
- C. Advanced Configurator Designer

Answer: B

NEW QUESTION # 88

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Products and Bundles
- B. Order Management
- C. Business Process Mapping
- D. Quote Documentation And Puggins

Answer: C

Explanation:

In a Salesforce CPQ scoping session, the first type of documentation that comes into play is the Business Process Mapping. This is because before diving into the specifics of products, bundles, order management, or quote documentation, it's crucial to understand the client's overall business processes. Business Process Mapping provides a visual representation of the client's business processes, which can help identify inefficiencies, redundancies, and gaps in the current process. It also helps in understanding how the Salesforce CPQ solution can be best configured to align with and optimize these processes¹. References: Salesforce CPQ documentation¹.

NEW QUESTION # 89

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Equal, Small, Testable @®
- **B. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- C. Investable, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

Answer: B

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

NEW QUESTION # 90

A streaming service company is implementing Revenue Cloud. The company strives to provide fast, reliable, and high quality streaming services. It's running a promotion for new customers for a 100% discount on the first month of service. Also, streaming costs go up every year, and the company would like to be transparent about this with its customers during the sales cycle, as its minimum contract length is 36 months. How should the Revenue Cloud Consultant meet this requirement?

- **A. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Yearly. Associate both of these segment types to the product.**
- B. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Monthly. Associate both of these segment types to the product.
- C. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Custom. Associate both of these segment types to the product.

Answer: A

NEW QUESTION # 91

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