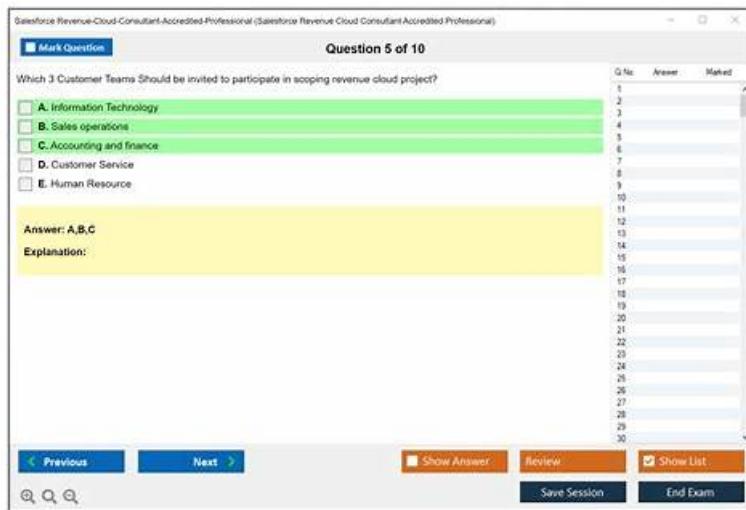


Top Features of Exam4PDF Salesforce Revenue-Cloud-Consultant-Accredited-Professional Real Exam Questions



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To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is a specialized certification that is awarded to individuals who have demonstrated their expertise in managing the sales processes of an organization using Salesforce Revenue Cloud.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q11-Q16):

NEW QUESTION # 11

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

Answer: D,E

Explanation:

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 References:

- 1: Revenue Management Platform & CPQ Solution - Salesforce.com US
- 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce
- 3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead
- 4: Discount Schedules - Salesforce
- 5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION # 12

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports. Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine__c Object. Which is the most efficient solution?

- A. Create a cross object formula field on the opportunity line item to reference ARR c dataSBQQ QuoteLine C.
- B. **Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ QuoteLine__c on opportunity Product.**
- C. Create ARR__c on the opportunity Line item object, Matching the field configuration of ARRc on SBQQ QuoteLine C.
- D. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ QuoteLine C.

Answer: B

Explanation:

The Salesforce CPQ (Configure, Price, Quote) system allows for the creation of custom fields on the Opportunity Line Item object, such as ARR c, to capture recurring revenue. This can be used in conjunction with a price rule to copy the value from the corresponding field (ARR c) on the SBQQ QuoteLine__c object. This solution is efficient as it leverages the existing structure and functionality of Salesforce CPQ, allowing for the seamless integration of recurring revenue data into existing pipeline reports.

Reference:

Salesforce Revenue Cloud documents and learning resources

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel Get Started with Revenue Intelligence Introduction to Revenue Intelligence for Sales Cloud Getting Started: Revenue Cloud: Salesforce Billing CPQ Object Relationships - Salesforce Object Reference for the Salesforce Platform Salesforce CPQ Clone with Related Button to clone Quotes to a new ...

Troubleshoot Salesforce CPQ Opportunity and Quote sync issues

Bundle configuration errors 'does not belong to SObject Type' or ...

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1 ...

NEW QUESTION # 13

A Revenue Cloud Project has a requirement where a Product can be either taxable or taxexempt depending on a custom field that holds the industry. what is the appropriate solution to address this Requirement?

- A. Use Automation to set Tax Treatment Based on the value of the custom field.
- B. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- C. Use Automation to set Billing Rule Based on the value of the custom field.
- D. Use Automation to set Tax Rule Based on the value of the custom field.

Answer: A

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field. This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case¹. By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field¹. This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention¹. References * Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales

NEW QUESTION # 14

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

- A. * PricebookIDs
 - * Catalog IDs
 - * Category IDs
- B. * Catalog IDs
 - * ProductClassification IDs
 - * Category IDs
- C. * Product2IDs
 - * Catalog IDs
 - * Category IDs

Answer: B

NEW QUESTION # 15

Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- A. The current solution with three separate price rules is the most optimal solution
- B. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- C. It would be better to use a single price rule with three price actions
- D. It would be better to create separate quotes for each of the product families

Answer: C

NEW QUESTION # 16

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