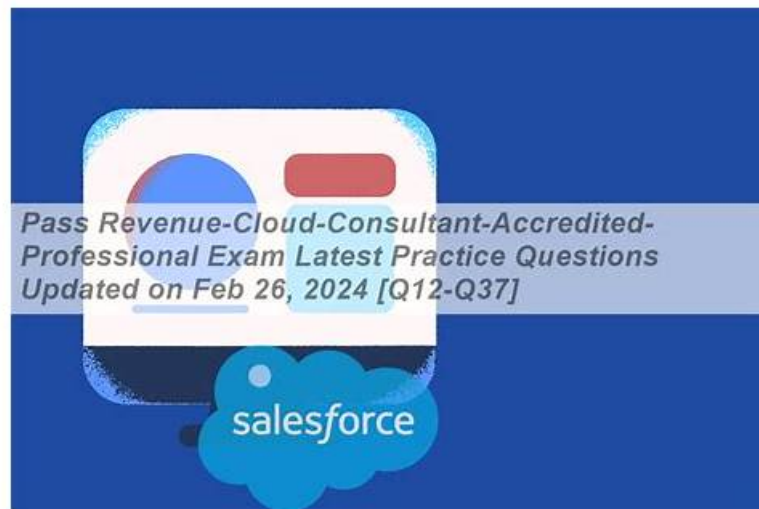


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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting, products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

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

NEW QUESTION # 151

A revenue cloud customer has posted a cash payment that was created on account A by mistake.what are the steps to apply this to the correct invoice on account B?

- A. Allocate the payment to an invoice on account B
- B. Allocate the payment if allocated and reparent the payment to account B
- C. Allocate the payment if allocated,create a refund and then create a new payment foraccount B
- D. Set the payment status to canceled and create a new payment on account B

Answer: C

Explanation:

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:

Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.

Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.

Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B.

It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.

Reference:

Use Payments to Correct Errors on Posted Refunds - Salesforce

Make a Payment on an Invoice - Salesforce

Payments and Credits - Salesforce

NEW QUESTION # 152

After installing Salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to

30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- B. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope', processed with design and build, and address performance issues as the final task in UAT
- C. Architect the revenue cloud solution to follow suit by
- D. extending customization using coding best practices to improve scalability

Answer: B

NEW QUESTION # 153

A consultant is creating a decision table using a predefined template for product eligibility and availability.

Which object types can the consultant use as evaluation criteria during product selection?

- A. Product Qualification or Product Category Qualification
- B. Product Relationship or Product Attribute
- C. Product Price Book or Product Schedule

Answer: B

NEW QUESTION # 154

How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?

- A. Enter the credit card details into a new payment method record. Salesforce users should use platform encryption for PCI Compliance.
- B. Enter the credit card details into a new payment Method record Click the Tokenize button
- C. From the Payment credit cards related list, click the new credit card button.
- D. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.

Answer: D

Explanation:

To create a new payment method for a credit card that will be saved for future payments, the Revenue Cloud Consultant should follow these steps:

Navigate to the account record that needs the new payment method.

Find the Payment Methods related list, and then click New Payment Method Credit Card. This button opens a form that allows entering the credit card details, such as card number, expiration date, cardholder name, and billing address.

Optionally, select a payment gateway record to associate the payment method with a specific gateway. If no payment gateway is selected, the default gateway for the org is used.

Optionally, select the Autopay checkbox to make this payment method the default one for all transactions on this account.

Click Save. This action creates a new payment method record and also sends a request to the payment gateway to tokenize the credit card information. Tokenization is a process that replaces sensitive data with a unique identifier that can be used for payment processing without exposing the original data.

Once the payment gateway returns a token, the payment method record is updated with the token value in the Payment Gateway Token field. This token is used to process payments with this payment method in the future.

Reference:

Create a Credit Card Payment Method

Payment Methods

Payments and Credits

NEW QUESTION # 155

A CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- **A. Rules that have a narrower evaluation scope will lead to better performance**
- B. Ensure users who want to create large quotes have the CPQ Plus license
- C. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- **D. Reuse referenced fields across the UI and rules**
- **E. Ensure Salesforce CPQ is upgraded to the latest release**

Answer: A,D,E

Explanation:

To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:

* C. Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.

* D. Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.

* E. Rules that have a narrower evaluation scope will lead to better performance: Configuring rules to operate within a narrower scope means that fewer calculations are necessary during each transaction, which speeds up the quote generation process.

These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

NEW QUESTION # 156

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