

Reliable Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus & Vce Revenue-Cloud-Consultant-Accredited-Professional Exam

REVENUE CLOUD CONSULTANT
ACCREDITED PROFESSIONAL



EXAM GUIDE

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be surprised by yourself to get the certification.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q130-Q135):

NEW QUESTION # 130

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

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

Answer: E

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.

Reference: ¹²

<https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/>

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NEW QUESTION # 131

How does Hold Billing work?

- A. It Prevents invoice document generation and stops email notifications from going out to the customer.
- B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"
- C. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".
- D. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".

Answer: B

Explanation:

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger.

When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active. References:

https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5

<https://trailhead.salesforce.com/users/officialblaze/trailmixes/revenue-cloud-get-started-with-billing>

NEW QUESTION # 132

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?

- **A. Discount schedules with cross orders checked**
- B. custom action to retrieve purchased quantities from an external source
- **C. Contracts, subscriptions and assets should be populated with historical data**
- D. Legacy orders and invoice should be migrated
- E. use a summary variable targeting the subscription object with a price rule

Answer: A,C

NEW QUESTION # 133

A sales rep creates a quote with a subscription product called 'Training' with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The 'Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.

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

- **A. Two Asset Actions and one Asset State Periods**
- B. One Asset Actions and two Asset State Periods
- C. Two Asset Actions and two Asset State Periods

Answer: A

NEW QUESTION # 134

In Salesforce Revenue Cloud, a consultant is setting up a new user who will primarily be responsible for managing customer assets. What is a fundamental requirement to ensure this user can effectively view and manage customer assets?

- A. The Asset viewer must have a Salesforce CPQ Plus license assigned to access the Asset-related objects.
- B. The user must have the Customize Application permission enabled on their profile to view the Assets on Accounts.
- **C. The products must be configured as assetizable, and the createOrUpdateAssetFromOrder flow action should be triggered.**

Answer: C

NEW QUESTION # 135

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