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Salesforce Revenue Cloud Consultant Accredited Professional Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

Salesforce Revenue Cloud Consultant Accredited Professional certification exam is designed for professionals who have experience in implementing and consulting on Salesforce Revenue Cloud solutions. Revenue-Cloud-Consultant-Accredited-Professional exam tests your knowledge and skills in the areas of revenue recognition, pricing and product management, and order management. By earning this certification, you can demonstrate your expertise in helping organizations maximize their revenue potential.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is a specialized certification that is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Earning this certification can help individuals demonstrate their expertise in managing revenue processes using this platform, and it can help businesses identify individuals with the skills and knowledge needed to manage their revenue streams effectively. If you are a Salesforce professional who works with Revenue Cloud, this certification can be a valuable addition to your resume.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q149-Q154):

NEW QUESTION # 149

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Being effective at planning, monitoring and reviewing
- B. Excellent Communication Skills both verbal and written
- C. Understanding design pitfalls and Mitigation actions to course correct
- D. Experience in a selling role with quota responsibilities
- E. Having deep knowledge of competitor Products

Answer: C,D

Explanation:

Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.

Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track.

It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.

Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during the implementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.

While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION # 150

Universal Containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. Setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. How can the partner type trigger a new calculation for the quote?

- A. Refresh post install scripts
- B. Add the partner type field to the calculating fields field set
- C. Setup a quote calculator plugin to ensure the custom field triggers calculation
- D. Include the field in a custom metadata setting

Answer: B

Explanation:

In Salesforce CPQ, if a custom field is an input to product prices and you want a change in this field to trigger a recalculation, you should add this field to the calculating fields field set. This is because Salesforce CPQ's Advanced Quote Calculator determines quote and quote line prices in response to user or automated actions.

Therefore, adding the 'partner type' field to the calculating fields field set will ensure that setting the partner type on the quote triggers a new calculation. References The CPQ Quote Calculation Sequence - Salesforce

NEW QUESTION # 151

Universal Containers (UC) sells various smartphone models within its Apex series. The company currently creates individual decomposition rules in the Dynamic Revenue Orchestrator (DRO) for each distinct model UC wants to apply a single, standardized decomposition rule across all similar Apex series phones to simplify maintenance and ensure consistency.

Which strategic Product Catalog Management approach should UC utilize in its Salesforce Revenue Cloud setup to enable the creation of a single decomposition rule for a set of similar products?

- A. Product Catalog
- **B. Product Classification**
- C. Product Attributes

Answer: B

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. Architect the revenue cloud solution to follow suit by
- C. extending customization using coding best practices to improve scalability
- **D. 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**

Answer: D

NEW QUESTION # 153

Which feature is needed to split Order Products into different Invoice runs?

- **A. Invoice Group**
- B. Order by Quote Line Group
- C. Invoice Batch
- D. Order by Group

Answer: A

Explanation:

In Salesforce Revenue Cloud, the feature needed to split Order Products into different Invoice runs is the Invoice Group. The Invoice Group field on the order product is used to define more levels of grouping. After the invoice run groups order products by their billing account and payment terms, it then considers the order's invoice grouping. This process is useful for invoicing certain types of order products separately from your other order products.

Reference:

Grouping Order Products into Invoices - Salesforce

To split Order Products into different Invoice runs, the feature needed is "Invoice Group." Salesforce Billing allows for the customization of invoice groups, enabling the billing of order products that meet specific criteria separately. This functionality is particularly useful for separating invoices with different billing or payment terms and for consolidating several order products into a single invoice when needed. By defining an Invoice Group ID, users can control the invoicing process for order products more granularly, ensuring that invoicing aligns with business requirements.

NEW QUESTION # 154

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