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Earning the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification is a great way for professionals to demonstrate their expertise in managing revenue processes using Salesforce. It can help them stand out in a competitive job market and increase their earning potential. Additionally, it can help businesses identify individuals who have the skills and knowledge needed to manage their revenue streams effectively.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q37-Q42):

NEW QUESTION # 37

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Usage Summaries with Next Billing Date equal to or earlier than January 15
- B. Order Products with Next Billing Date equal to or after January 15
- C. Order Products with Next Charge Date equal to or earlier January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

Answer: A

NEW QUESTION # 38

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.

They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different Term length
- B. Same product names with different bulk discount levels
- C. Same products with different serial numbers
- D. Same product names commonly found in the same bundle
- E. Same product names with different attribute values

Answer: A,D,E

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs¹. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios².

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B: Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage².

D: Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases².

E: Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing².

References: 2

<https://www.simplus.com/sku-rationalization-strategy/>

NEW QUESTION # 39

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- B. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate
- C. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- D. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas

Answer: B

Explanation:

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information.

Reference:

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

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION # 40

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Workflow
- B. Use a Custom Setting
- C. Use a Flow that is triggered when the record is created and run before the record is saved.
- D. Use a Quote Calculator Plugin (QCP)

Answer: C

NEW QUESTION # 41

What does the 'safe harbor' slide at the beginning of every Salesforce presentation mean?

- A. anything presented from Salesforce must be kept confidential
- B. You and your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities
- C. new release capabilities will not have impact to existing implementations
- D. roadmap capability will be released exactly as they are demonstrated

Answer: B

Explanation:

The 'safe harbor' slide at the beginning of every Salesforce presentation is a legal disclaimer that informs the audience that the presentation may contain forward-looking statements about the company's future products, features, capabilities, performance, and financial results. These statements are based on the company's current expectations, assumptions, and projections, and are subject to risks, uncertainties, and changes that may cause the actual results to differ materially from the statements. Therefore, the audience should not rely on these statements as guarantees or promises of future performance or availability, and should make their own independent decisions based on the current and available capabilities of the company. The 'safe harbor' slide also directs the audience to the company's website, where they can find more information about the factors that may affect the forward-looking statements, as well as the company's most recent financial reports and filings. 12 References:

* Salesforce - Safe Harbor

* Salesforce Announces Record Fourth Quarter and Full Year Fiscal 2022 Results - Salesforce Earnings

NEW QUESTION # 42

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