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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q14-Q19):

### NEW QUESTION # 14

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- B. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- C. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- D. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology

**Answer: A**

Explanation:

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

A: Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system. It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic<sup>12</sup>.

B: Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud<sup>13</sup>.

D: Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users<sup>14</sup>.

References

- \* Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales
- \* Salesforce Revenue Cloud: A Guide | Billing Platform
- \* CRM Implementation Considerations- Salesforce
- \* The Ultimate Guide to Salesforce CRM and CPQ Integration
- \* Oracle CPQ Cloud and Salesforce.com Integration

### NEW QUESTION # 15

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Amendments
- B. Customer Asset Lifecycle Management (CALM)
- C. Orders
- D. Subscriptions
- E. Renewals

**Answer: D**

Explanation:

Customer Asset Lifecycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination. Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies. Reference:

<https://www.salesforce.com/au/products/revenue-lifecycle-management/>

<https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features>

### NEW QUESTION # 16

A pricing administrator is tasked with providing a system discount based on certain characteristics of a product. The 'Advanced

Training product is based on a product classification called 'Training'. 'Training' has five attributes defined, each having a Yes or No option. The pricing administrator marks three attributes on 'Advanced Training' as Price Impacting and then updates Attribute Based Adjustments to finalize all requirements. How many records will this create in the Attribute Discount Entries' lookup table?

- A. 0
- B. 1
- C. 2

**Answer: A**

#### NEW QUESTION # 17

Universal Containers is preparing to go live with Salesforce CPQ. However, sales management has stated that they would like 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 ARR\_c on the opportunity Line item object, matching the field configuration of ARR\_c on SBQQ 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, and create a flow to copy the value from ARR\_c on SBQQ QuoteLine C.
- D. Create a cross object formula field on the opportunity line item to reference ARR\_c data SBQQ QuoteLine C.

**Answer: A**

#### NEW QUESTION # 18

After a quote is created from amending a bundle asset, a user unselects a bundle component inside the configurator and saves and exits to land in the quote line items (Transaction Line Editor or TLE) view. How will the user be able to identify the unselected bundle component?

- A. It will show a red cancel tag against the product that was unselected, and the quantity will be -1.
- B. No line items will be displayed that correspond to the unselected component.
- C. The line item status field will show 'Canceled', and the quantity will be 1 for the unselected component.

**Answer: A**

#### NEW QUESTION # 19

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