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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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Braindumps Questions

In recent years, fierce competition agitates the forwarding IT industry in the world. And IT certification has become a necessity. If you want to get a good improvement in your career, The method that using the Pass4suresVCE's Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Training materials to obtain a certificate is very feasible. Our exam materials are including all the questions which the exam required. So the materials will be able to help you to pass the exam.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q80-Q85):

NEW QUESTION # 80
An order has 5 order products that bill monthly. One of the order products requires 2 months of charges to appear on the next invoice without modifying invoicing for the other order products. What field will need to be used to accomplish this task?(Q2,3R)

- A. Bill Through Date Override
- B. Bill Now
- C. Hold Billing
- D. Target Date
- E. Override Next Billing Date

Answer: A

Explanation:
To ensure that one of the order products has 2 months of charges appear on the next invoice without affecting the invoicing of other products, the Bill Through Date Override field should be used. This field allows for the specification of a custom billing end date for a particular order product, enabling charges for multiple periods to be billed in one invoice while not altering the billing schedule of other products. This capability is crucial for flexible billing arrangements where specific billing requirements need to be met without globally changing the billing processes.
This approach is aligned with Salesforce Billing best practices, providing flexibility in handling individual order product billing needs while maintaining the integrity of the overall billing process.

NEW QUESTION # 81
A Revenue Cloud Consultant is preparing to enable multicurrency in an organization that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure.
What should the consultant do to resolve this?

- A. Clone the pricing procedure and create a new decision table with the Currency field Link the new table to the cloned procedure and swap it into the setup to maintain continuity.
- B. Enable multi-currency in their org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.
- C. Deactivate the pricing procedure and the associated decision table, then enable multi-currency and add the Currency field to the decision table before reactivating them.

Answer: C

NEW QUESTION # 82
Which 3 objects are updated when posting an invoice?

- A. Order Product
- B. Invoice Line
- C. Quote
- D. Quote Line
- E. Invoice

Answer: A,B,E

Explanation:

Order Product: The status of the Order Product is updated when the corresponding Invoice Line is posted. The fields such as 'Invoice Run Processing Status', 'Next Billing Date', 'Next Charge Date', and 'Last Charge To Date' are updated for the next period1.

Invoice Line: The Invoice Line object is updated when an invoice is posted. This includes locking the Invoice Line from further changes and finalizing the agreement represented by the invoice2.

Invoice: The Invoice object itself is updated when an invoice is posted. This includes changing the status of the invoice from 'Draft' to 'Posted', which locks the invoice from further changes and makes it ready for revenue recognition reporting2.

It's important to note that posting an invoice finalizes the agreement and prevents deletion of the invoice or any of its invoice lines. This ensures that your organization always has a record for legal and bookkeeping purposes2.

Reference:

Posting Invoices - Salesforce

Best Practices to Implement Invoice Runs With Salesforce Billing

Unable to Post an Invoice that is in Draft Status - Salesforce

Cancel or Post Invoice Lines in Draft status while Invoice ... - Salesforce

NEW QUESTION # 83

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?

- A. 1. Deploy the decision table into the staging sandbox.
  2. Map the decision table in the default pricing recipe.
  3. Import the data for the decision table, then refresh the decision table.
- B. 1. Deploy the custom object and decision table into the staging sandbox.
  2. Map the decision table in the default pricing recipe.
  3. Import the data for the custom object, then sync Pricing.
- C. 1. Deploy the custom object and decision table into the staging sandbox
  2. Map the decision table in the default pricing recipe.
  3. Refresh the decision table or sync Pricing.

Answer: A

NEW QUESTION # 84

A Revenue Cloud sales user is working with a customer who wants to use their own service order in a .docx file format. The customer needs to provide additional details for a contract to include their own custom terms.

Which option in the versioning process supports this requirement?

- A. Generate Contract from a Template
- B. Import Contract
- C. Modify Contract in Microsoft 365 editor

Answer: B

NEW QUESTION # 85

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