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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q103-Q108):

### NEW QUESTION # 103

A Revenue Cloud Consultant wants to restrict the ability to cancel subscriptions via the cancel button in the Account > Managed Assets view. The consultant wants to ensure that only a select group of super users has access to this functionality. Which change does the consultant need to apply for this requirement?

- A. Inactivate the Amend, Renew, and Cancel Assets screen flow for users who should not have access to the cancel button.
- B. Modify the Managed Asset Viewer page layout for users who should not have access to the cancel button.
- C. Unassign InitiateCancellation API permission for users who should not have access to the cancel button.

**Answer: C**

#### NEW QUESTION # 104

A Revenue Cloud Project has a requirement where a Product can be either taxable or taxexempt depending on a custom field that holds the industry. what is the appropriatesolution to address this Requirement?

- A. Use Automation to set Tax Rule Based on the value of the custom field.
- **B. Use Automation to set Tax Treatment Based on the value of the custom field.**
- C. Use Automation to set Revenue Recognition Rule Based on the value of the customField.
- D. Use Automation to set Billing Rule Based on the value of the custom field.

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field. This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case<sup>1</sup>. By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field<sup>1</sup>. This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention<sup>1</sup>. Reference Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales

#### NEW QUESTION # 105

A revenue cloud consultant determines that price rules will not address additionalcalculation steps to accurately set the quote line list price needed for a project. What isthe next functionality that should be investigated that will address the requirements?

- A. Use an Apex Trigger on the Quote Line
- **B. A Quote Calculator plugin(QCP)**
- C. Use a Record Change Flow to trigger on the Quote Line.
- D. Set Pricing Method to Custom

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)<sup>1</sup>. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines<sup>1</sup>. It provides a way to customize the calculation sequence that happens when a quote is calculated<sup>1</sup>. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules<sup>1</sup>. Reference Salesforce Exam Revenue-Cloud-Consultant- Accredited-Professional Questions and Answers - Update Feb 2024

#### NEW QUESTION # 106

Which 3 Customer Teams Should be invited to participate in scoping revenue cloudproject?

- **A. Information Technology**
- B. Human Resource
- **C. Sales operations**
- D. Customer Service
- **E. Accounting and finance**

**Answer: A,C,E**

Explanation:

When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handle the technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

### NEW QUESTION # 107

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Technical Architect
- **B. Project Manager**
- C. Customer Success Manager
- D. Developer
- E. Solution Architect

**Answer: B**

Explanation:

A project manager is the role that is primarily responsible for project success, especially when an escalation on a Revenue Cloud project happens. A project manager oversees the end-to-end delivery of a Salesforce project, ensuring that the project is delivered within scope, budget, and timeline. A project manager also coordinates the communication and collaboration among the project team, the customer, and other stakeholders, as well as manages the risks, issues, and changes that may arise during the project lifecycle. A project manager is the first point of contact for any escalation on a Revenue Cloud project, and is expected to resolve the escalation promptly and effectively, by applying the appropriate escalation management process and involving the relevant parties. A project manager also monitors and reports on the project progress, quality, and satisfaction, and ensures that the project meets the customer's expectations and business objectives. 1234 Reference:

1: Your Guide to Salesforce Roles & Responsibilities

2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel

3: Marketing Cloud Consultant Job Description

4: What Is Salesforce Revenue Cloud?

### NEW QUESTION # 108

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