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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q127-Q132):

NEW QUESTION # 127

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before

speaking for the first time in a scoping session?

- A. The client's income statements and balance sheet.
- B. Brochures that provided detail to the products and services the client offers
- C. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- D. A sample proposal the client provides to their customers
- E. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes

Answer: B,C,D

Explanation:

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.

A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1 Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2 An approval matrix documentation that describes the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3 Reference:

1: This article explains how to create a professional proposal for customers using Salesforce CPQ.

2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.

3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION # 128

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG groups related BSs under a single order product, even across amendments.
- B. BSs are manually created, while BSGs are optional.
- C. A BSG is used only for reporting; BSs are unrelated to order activity.

Answer: A

NEW QUESTION # 129

What are the 3 reasons why you would need an AppExchange solution to support generating a document in support of a revenue cloud project?

- A. watermarks
- B. Contract Redlining
- C. Electronic signature
- D. Invoice Generation
- E. Attachments

Answer: A,B,C

Explanation:

Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:

Watermarks (A): Watermarks can be used to mark documents as confidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.

Electronic Signature : Electronic signatures are often required for contracts and other legal documents.

AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.

Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process. This is a specialized functionality that can be provided by AppExchange solutions.

References

10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy

Revenue Cloud Collection Page - Salesforce

Extending Customer 360 with Salesforce AppExchange

What Is Salesforce AppExchange and How Can I Use It?

NEW QUESTION # 130

Which three are key steps when documenting user stories?

- A. Document user acceptance test scripts for the user story.
- B. Identify the acceptance criteria or result for satisfying the user story.
- C. Identify the actor or personas in this user story
- D. Know which business process the requirement supports to categorize the user story
- E. Design the solution while the business process is being defined

Answer: B,C,D

Explanation:

User stories are short, simple descriptions of a feature or functionality from the perspective of the end user or customer. User stories are used to capture the requirements and value proposition of a product or service in an agile framework. User stories should follow some best practices to ensure clarity, consistency, and alignment with the business goals and user needs. 12 Some of the key steps when documenting user stories are:

1 Know which business process the requirement supports to categorize the user story. This helps to prioritize and organize the user stories based on the business value and impact they deliver. It also helps to avoid duplication and inconsistency among user stories. 3
2 Identify the actor or personas in this user story. This helps to define the user role, needs, goals, and motivations that drive the user story. It also helps to create empathy and understanding for the user and their context. 4
3 Identify the acceptance criteria or result for satisfying the user story. This helps to specify the expected outcome, behavior, or functionality that the user story should deliver. It also helps to define the scope, quality, and testability of the user story. 5
4 Designing the solution while the business process is being defined is not a key step when documenting user stories. This can lead to premature or biased decisions that may not address the real user problem or value proposition. User stories should focus on the what and why, not the how. The solution design should be done after the user stories are validated and prioritized, and in collaboration with the development team and other stakeholders. 6
5 Documenting user acceptance test scripts for the user story is not a key step when documenting user stories. This can be done later, after the user stories are refined and detailed, and before the development and testing phases. User acceptance test scripts are used to verify that the user story meets the acceptance criteria and the user expectations. [7] Reference:

1: User Stories | Examples and Template | Atlassian

2: How to Write Perfect User Stories (With Templates): A Step-By-Step Guide | airfocus

3: 10 Tips for Writing Good User Stories - Roman Pichler

4: The Anatomy of a User Story | Scrum Alliance | Includes Template

5: Best Practices to Succeed with User Stories - DZone

6: UX documentation: Guide, best practices, template

NEW QUESTION # 131

Universal Containers is expanding into French and German speaking regions. The team wants to ensure that product names and descriptions appear in the correct language when customers browse the catalog via APIs.

Which configuration is required to support this multilingual API response?

- A. Use data translation via Translation Workbench to modify the metadata API and Product List API.
- B. Provide data translations using standard Salesforce Product2 APIs and Product Details API.
- C. Enable data translation and provide values via the Product List API and Product Details API

Answer: C

NEW QUESTION # 132

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