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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 (Q154-Q159):

NEW QUESTION # 154

A business user wants to use the advanced capabilities of Revenue Cloud to gain a comprehensive view of the company's financial health, from initial quote to final cash collection. They need to track sales performance, forecast future revenue, and monitor customer trends.

Which Revenue Cloud reporting feature should the business user use to achieve this?

- A. Revenue Management Intelligence
- B. Pricing Operations Console
- C. Revenue Lifecycle Management

Answer: A

NEW QUESTION # 155

User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education Resolve an Incident - Salesforce Steps to Implement IncidentManagement in Your Salesforce Org QUESTION NO:62 A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- B. Use bill now on the new Order and consolidate the invoices
- C. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- D. use bill now on the new order and reparent the new invoice lines to the existing invoice

Answer: C

Explanation:

In Salesforce Revenue Cloud, particularly within Salesforce Billing, when an invoice has already been posted and there's a need to add more items from another order associated with that account, one effective approach is to use credit and debit notes. This method allows for adjustments to the invoice's balance while maintaining the availability of the original invoice and invoice line records for reference. This process can be particularly useful in scenarios where a mistake, such as an incorrect account address leading to an incorrect tax calculation, needs to be corrected after the invoice has already been posted.

NEW QUESTION # 156

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- B. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- C. To get agreement on the roles and responsibilities of the implementation team and customer
- D. To ensure the implementation team is aligned with the customer on assigned work.
- E. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution

Answer: A,C,D

Explanation:

The reasons for establishing a governance structure as part of your Revenue Cloud project include:

- * B. To establish a communication plan between the implementation team, the customer, and the work is coordinated between them. This is essential to ensure clear and ongoing communication throughout the project, aligning all stakeholders towards common goals and facilitating timely resolution of issues.
- * D. To get agreement on the roles and responsibilities of the implementation team and customer. Defining roles and responsibilities helps in setting clear expectations, distributing tasks, and accountability which are critical for the organized progression of the project.
- * E. To ensure the implementation team is aligned with the customer on assigned work: Alignment on the assigned work ensures that both the implementation team and the customer have a mutual understanding of project objectives, deliverables, and expectations, leading to a smoother project flow and reducing the likelihood of misunderstandings and reworks. These aspects are derived from the standard practices and objectives in implementing complex IT projects like Salesforce Revenue Cloud, where coordination, clear communication, and defined responsibilities are fundamental for success.

NEW QUESTION # 157

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Batch
- B. Invoice Group
- C. Order by Group
- D. Order by Quote Line Group

Answer: D

NEW QUESTION # 158

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date

Answer: D

NEW QUESTION # 159

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