

# Newest Revenue-Cloud-Consultant-Accredited-Professional Prep Guide–Pass Revenue-Cloud-Consultant-Accredited-Professional First Attempt

## REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



### EXAM GUIDE

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Exam Content covers up to: Summer '21 Release

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You may strand on some issues at sometimes, all confusions will be answered by the bountiful contents of our Revenue-Cloud-Consultant-Accredited-Professional exam materials. Wrong choices may engender wrong feed-backs, we are sure you will come a long way by our Revenue-Cloud-Consultant-Accredited-Professional practice questions. In fact, a lot of our loyal customers have become our friends and only relay on our Revenue-Cloud-Consultant-Accredited-Professional study braindumps. As they always said that our Revenue-Cloud-Consultant-Accredited-Professional learning quiz is guaranteed to help them pass the exam.

## Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>• <b>Revenue Cloud Implementation Management:</b> This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>New Release Capabilities:</b> In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.</li> </ul>

Salesforce Revenue Cloud Consultant Accredited Professional exam is a challenging exam that requires a thorough understanding of Revenue Cloud concepts and their practical application. However, passing the exam and earning the certification can open up new career opportunities and increase earning potential for professionals. Salesforce Revenue Cloud Consultant Accredited Professional certification demonstrates to employers that the candidate has the skills and knowledge needed to successfully implement and manage Revenue Cloud solutions within an organization.

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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q76-Q81):**

### **NEW QUESTION # 76**

A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

- A. Order Products
- B. Entitlements
- **C. Contracted Pricing**
- D. Subscription

**Answer: C**

**Explanation:**

For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

B). Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

D). Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

#### NEW QUESTION # 77

In Salesforce Revenue Cloud, a consultant is setting up a new user who will primarily be responsible for managing customer assets. What is a fundamental requirement to ensure this user can effectively view and manage customer assets?

- A. The user must have the Customize Application permission enabled on their profile to view the Assets on Accounts.
- **B. The products must be configured as assetizable, and the createOrUpdateAssetFromOrder flow action should be triggered.**
- C. The Asset viewer must have a Salesforce CPQ Plus license assigned to access the Asset-related objects.

**Answer: B**

#### NEW QUESTION # 78

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Quote Documentation And Pulggins
- B. Order Management
- **C. Business Process Mapping**
- D. Products and Bundles

**Answer: C**

#### NEW QUESTION # 79

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

**Answer: D**

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 # 80

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which service regions should be defined for the European instance of CPQ in order to optimize calculation performance?

- **A. Europe**
- B. Japan
- C. North America
- D. Server region has no performance impact
- E. Australia

**Answer: A**

#### NEW QUESTION # 81

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