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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q26-Q31):

### NEW QUESTION # 26

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- A. Understanding Design pitfalls and Migration actions to course correct
- B. Having Deep Knowledge of competitor products
- C. Being Effective at planning monitoring and reviewing
- D. Experience in A Selling Role With Quota Responsibilities
- E. Excellent Communication Skills both verbal and written

Answer: A,C,E

### NEW QUESTION # 27

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?"

- A. Legacy orders and invoice should be migrated
- B. Contracts, subscriptions and assets should be populated with historical data
- C. Discount schedules with cross orders checked
- D. custom action to retrieve purchased quantities from an external source
- E. use a summary variable targeting the subscription object with a price rule

Answer: B,C

Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality<sup>1</sup>. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels<sup>1</sup>.

In the context of the user story, the company wants to reward loyal customers by including previously purchased quantities in pricing calculations on the quote. This can be achieved by using discount schedules with cross orders checked<sup>2</sup>.

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote<sup>2</sup>. By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts<sup>2</sup>. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty<sup>2</sup>.

References

\* Salesforce Revenue Cloud

\* Understanding Salesforce Revenue Cloud

### NEW QUESTION # 28

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- B. Enable the CPQ Package setting for "Large Quote Experience"
- C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits

**Answer: C**

Explanation:

The Large Quote Experience is a feature of Salesforce Revenue Cloud that allows businesses to handle quotes with a large number of quote line items more efficiently and avoid platform governor limit issues. The Large Quote Experience optimizes the performance of the Quote Line Editor and the Quote Calculator by using asynchronous processing, caching, and pagination. By enabling the Large Quote Experience, businesses can improve the user experience and reduce the risk of hitting CPU time, heap size, or SOQL query limits when saving or calculating large quotes. The Large Quote Experience can be enabled by setting the CPQ Package setting for "Large Quote Experience" to True. The Large Quote Experience also requires the CPQ Package setting for "Quote Batch Size" to be set to a value between 50 and 200, which determines the number of quote line items processed in each batch. The optimal value for this setting depends on the complexity and configuration of the quote line items Reference:

<https://rainmakercloud.com/blog/2022/07/12/5-ways-to-overcome-governor-limits-in-salesforce/>  
[https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex\\_limits\\_intro.htm](https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm)

### NEW QUESTION # 29

What are three Key Characteristics of an implementation partner leading a revenue cloudscoping session?

- **A. Understanding Design pitfalls and Migration actions to course correct**
- B. Having Deep Knowledge of competitor products
- **C. Being Effective at planning monitoring and reviewing**
- D. Experience in A Selling Role With Quota Responsibilities
- **E. Excellent Communication Skills both verbal and written**

**Answer: A,C,E**

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C; Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References: <https://www.study4exam.com/salesforce/free-revenue-cloud-consultant-accredited-profession/>  
[https://help.salesforce.com/s/articleView?id=000389713&language=en\\_US&type=1](https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1)

### NEW QUESTION # 30

Universal Containers has three product families—hardware, software and services, their sales reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- **A. it would be better to use a single price rule with 3 price actions**
- B. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- C. it would be better to create separate quotes for each of the product families
- D. the current solution with 3 separate price rules is the most optimal solution

**Answer: A**

Explanation:

Salesforce CPQ (Configure, Price, Quote) allows admins to automate price calculations and update quote line fields. In the context of Universal Containers, they have three product families and want to view the net totals of these families at the quote level. The current solution involves creating three separate price rules that use summary variables to add the net total for quote lines that belong

to a particular product family<sup>1</sup>. However, from a performance standpoint, it would be more efficient to use a single price rule with three price actions<sup>2</sup>. This is because price rules can inject a static value, field value, or summary variable into a quote or quote line field<sup>1</sup>. Therefore, having a single price rule with multiple price actions can streamline the process and improve performance<sup>2</sup>.  
References: 12

## NEW QUESTION # 31

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