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Salesforce Revenue Cloud Consultant Accredited Professional certification is beneficial for professionals who work in revenue management, finance, accounting, and consulting. It demonstrates to employers and clients that the individual has the knowledge and skills to implement Revenue Cloud solutions that can help their organization streamline their revenue management processes and improve their overall financial performance.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q151-Q156):

NEW QUESTION # 151

what are 3 risks when using too many cross-object formula fields in a revenue cloud project?

- A. They are computationally expensive
- B. Formulas field data is not always available during CPQ quote calculation
- C. Formula field are editable after the calculation completes the Sales user or process automation can overwrite its value
- D. Formula fields have unlimited access to objects many relationships away which makes it vulnerable to data changes
- E. They can easily exceed limits if not carefully designed and tested

Answer: A,B,D

NEW QUESTION # 152

Universal Containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. Setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. How can partner type queue a new calculation for the quote?

- A. Include the field in a custom metadata setting
- B. Add the partner type field to the calculating fields field set
- C. Refresh post install scripts
- D. Setup a quote calculator plugin to ensure the custom field triggers calculation

Answer: B

Explanation:

In Salesforce CPQ, if a custom field is an input to product prices and you want a change in this field to trigger a recalculation, you should add this field to the calculating fields field set. This is because Salesforce CPQ's Advanced Quote Calculator determines quote and quote line prices in response to user or automated actions¹.

Therefore, adding the 'partner type' field to the calculating fields field set will ensure that setting the partner type on the quote triggers a new calculation. References

* The CPQ Quote Calculation Sequence - Salesforce

NEW QUESTION # 153

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

Answer: A,B

Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality¹. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels¹.

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 checked².

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote². By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts². This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty².

References

NEW QUESTION # 154

A Revenue Cloud Consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

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

Answer: A

Explanation:

When price rules are insufficient to address additional calculation steps needed to accurately set the quote line list price for a project, the next functionality to consider is the Quote Calculator Plugin (QCP). The QCP offers a more flexible and powerful way to perform complex calculations and manipulations on quote lines beyond what's achievable with standard price rules. By using a QCP, developers can write custom logic that interacts directly with the quote calculation engine of Salesforce CPQ, providing a tailored solution to meet specific pricing requirements.

NEW QUESTION # 155

A sales rep needs to renew multiple assets. Some assets will be renewed at the same prices, so negotiations are unnecessary and the rep can directly create a renewal order. Some assets need to be renewed at higher prices, so the rep needs to create a quote for negotiation. When the sales rep starts the renewal process, they are not able to choose whether to create a quote or an order. How should a Revenue Cloud Consultant address the sales rep's issue?

- A. Customize the Manage Asset component to allow renewal quote and order creation.
- **B. Change the Revenue Cloud settings to allow renewal quote and order creation.**
- C. Override the standard Salesforce flow to allow renewal quote and order creation.





Answer: B

NEW QUESTION # 156

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