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To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is a specialized certification that is awarded to individuals who have demonstrated their expertise in managing the sales processes of an organization using Salesforce Revenue Cloud.

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a valuable certification for professionals who want to become experts in revenue management within the Salesforce platform. It is a comprehensive exam that covers all aspects of revenue management, and requires extensive knowledge and experience in this area. Salesforce Revenue Cloud Consultant Accredited Professional certification is highly regarded within the Salesforce community and is recognized as a mark of expertise in revenue management.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q136-Q141):

NEW QUESTION # 136
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 three 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. The current solution with three separate price rules is the most optimal solution
- B. It would be better to use a single price rule with three price actions
- C. It would be better to create separate quotes for each of the product families
- D. 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

Answer: B

NEW QUESTION # 137
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 Lifecycle Management
- B. Revenue Management Intelligence
- C. Pricing Operations Console

Answer: B

NEW QUESTION # 138
A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or tax exempt depending on a custom field that holds the industry. " What is the appropriate solution to address this requirement?

- A. Use automation to set the Tax Treatment based on the value of the custom field
- B. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- C. Use automation to set the Tax Rule based on the value of the custom field
- D. Use automation to set the Billing Rule based on the value of the custom field

Answer: C

Explanation:
For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic

application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes. Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 139

One of the automations implemented was to set every new quote created as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

- A. the User did not have the proper access to the quote line object
- B. the user did not have the proper access to the opportunity product object
- C. the user did not execute post installation scripts upon their first login to CPQ
- D. the user did not have the proper access to the quote object

Answer: D

Explanation:
Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash1. This includes the creation of quotes2. However, for a user to create a quote, they must have the proper access to the quote object3. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote3. Therefore, the issue that users are reporting could be caused by the lack of proper access to the quote object. Reference Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION # 140

One of the automations implemented was to set every new quote created as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

- A. the User did not have the proper access to the quote line object
- B. the user did not have the proper access to the opportunity product object
- C. the user did not execute post installation scripts upon their first login to CPQ
- D. the user did not have the proper access to the quote object

Answer: D

Explanation:
Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash1. This includes the creation of quotes2. However, for a user to create a quote, they must have the proper access to the quote object3. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote3. Therefore, the issue that users are reporting could be caused by the lack of proper access to the quote object. Reference Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION # 141

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