

Training Revenue-Cloud-Consultant-Accredited-Professional Online & Test Revenue-Cloud-Consultant-Accredited-Professional Guide Online



Citing an old saying as "Opportunity always favors the ready minds". In the current era of rocketing development of the whole society, it's easy to be eliminated if people have just a single skill. Our Revenue-Cloud-Consultant-Accredited-Professional learning materials will aim at helping every people fight for the Revenue-Cloud-Consultant-Accredited-Professional certificate and help develop new skills. Our professionals have devoted themselves to compiling the Revenue-Cloud-Consultant-Accredited-Professional exam questions for over ten years and you can trust us for sure.

Salesforce Revenue Cloud Consultant Accredited Professional exam is a highly sought-after certification exam for professionals who are interested in specializing in Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is designed to test the candidate's knowledge and skills in the areas of revenue management, pricing, and product management. Revenue-Cloud-Consultant-Accredited-Professional Exam is intended for individuals who already have experience working with Salesforce and are looking to advance their skills and knowledge.

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You may want to have a preliminary understanding of our Revenue-Cloud-Consultant-Accredited-Professional training materials before you buy them. Don't worry our Revenue-Cloud-Consultant-Accredited-Professional study questions will provide you with a free trial. Each user can learn what the Revenue-Cloud-Consultant-Accredited-Professional Exam Guide will look like when it opens from the free trial version we provide. Since that the free demos are a small part of our Revenue-Cloud-Consultant-Accredited-Professional practice braindumps and they are contained in three versions.

Salesforce Revenue Cloud Consultant Accredited Professional certification is an excellent way for professionals to demonstrate their expertise in revenue management and optimization. Salesforce Revenue Cloud Consultant Accredited Professional certification is recognized globally and is highly valued by employers who are looking for skilled professionals who can help them maximize their

revenue potential. Salesforce Revenue Cloud Consultant Accredited Professional certification also provides professionals with the opportunity to network with other certified professionals and stay up to date with the latest trends and best practices in the industry.

Salesforce Revenue Cloud is a cloud-based platform that helps businesses manage their revenue streams, optimize pricing, and streamline their sales processes. It is a comprehensive solution that enables businesses to manage all aspects of their sales cycle, from lead generation to payment collection. The Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the knowledge and skills of professionals who work with this platform.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q124-Q129):

NEW QUESTION # 124

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes. Which three considerations should UC Keep in mind when designing their Solution?

- A. Give sales reps flexibility to apply any discount.
- B. Print out the approval matrix into cards that the sales reps can carry around.
- C. Document the discount approval levels for each approver.
- D. Define the discount threshold or limit allowed for the sales reps
- E. Identify backup approvers in case the primary approver is out of the office.

Answer: C,D,E

Explanation:

To design a multi-leveled approval matrix for controlling discounts on quotes, Universal Containers should consider the following: Identify backup approvers in case the primary approver is out of the office. This will ensure that the approval process is not delayed or stalled due to the unavailability of the primary approver. Backup approvers can be assigned using the Delegated Approver feature in Salesforce, which allows users to delegate their approval authority to another user for a specific period of time. 1 Define the discount threshold or limit allowed for the sales reps. This will help to enforce the pricing policies and prevent excessive or unauthorized discounts. The discount threshold or limit can be defined using the Approval Thresholds feature in Salesforce CPQ, which allows setting up different approval rules based on the discount percentage, amount, or margin. 2 Document the discount approval levels for each approver. This will help to clarify the roles and responsibilities of each approver and the criteria for approving or rejecting a quote. The discount approval levels can be documented using the Approval Processes feature in Salesforce, which allows creating a sequence of steps and actions that an approval request must go through. 3 References:

Approval Thresholds

Approval Processes

Delegated Approver

NEW QUESTION # 125

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Order Products with Next Billing Date equal to or after January 15
- B. Usage Summaries with Next Billing Date equal to or earlier than January 15
- C. Order Products with Next Charge Date equal to or earlier January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

Answer: B

NEW QUESTION # 126

What does RASIC stand for?

- A. React, Action, Support, Informed, Consulted
- B. Responsible, Accountable, Supporting, Informed, Consulted
- C. Responsible, Actionable, Supporting, Informed, Consulted
- D. Responsible, Actionable, Supporting, Informed, Communicate

Answer: B

Explanation:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

A (Accountable): This is the person, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews.

References

Defining Roles and Responsibilities on a Project (RASIC) - NexightGroup

NEW QUESTION # 127

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 object will need to absorb legacy data?

- A. order products
- B. Subscription
- C. Contracted Pricing
- D. entitlements

Answer: C

Explanation:

Contracted Pricing is the object that stores the negotiated prices and discounts for each account and product combination.

Contracted Pricing allows sales users to create new quotes with the same pricing terms that were agreed upon in previous contracts, without having to manually adjust the prices or discounts. Contracted Pricing also enables businesses to maintain pricing consistency and accuracy across different channels and systems. To use Contracted Pricing, legacy data from accounts, contracts, and quotes need to be loaded into the Contracted Pricing object, along with the relevant price book entries and product options. 12 Reference: Contracted Pricing - Salesforce

Migrate Legacy Data to Contracted Pricing - Salesforce

NEW QUESTION # 128

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Contract Redlining
- B. Invoice Generation
- C. Watermarks
- D. Electronic Signature
- E. Attachments

Answer: A,D,E

Explanation:

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners. 1 Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage. 2 Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more information and clarity to the contract parties. 3 Reference:

1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

- 2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.
- 3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

NEW QUESTION # 129

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