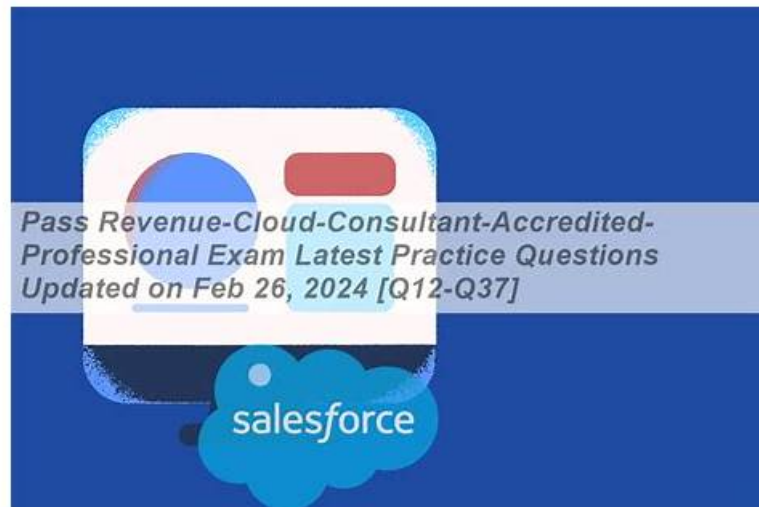


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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q132-Q137):**

**NEW QUESTION # 132**

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

**Answer: B**

#### NEW QUESTION # 133

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. invoice run
- B. auto number
- C. Legal entity
- D. source
- **E. matching ID**

**Answer: E**

#### NEW QUESTION # 134

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- B. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- **C. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system**
- D. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology

**Answer: C**

#### NEW QUESTION # 135

When activating an order with a contract attached, the Revenue Cloud sales rep notices that the contract does not have the attached assets.

What caused this to happen?

- A. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.
- B. The sales rep did not manually create the Asset Contract Relationship object in order for the Contract to be linked to the Assets.
- **C. The Asset Contract Relationship toggle is not active in the Setup -> Revenue Settings -> Automatically create Asset Contract Relationship.**

**Answer: C**

#### NEW QUESTION # 136

A CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- **A. Rules that have a narrower evaluation scope will lead to better performance**
- **B. Reuse referenced fields across the UI and rules**
- C. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- **D. Ensure Salesforce CPQ is upgraded to the latest release**
- E. Ensure users who want to create large quotes have the CPQ Plus license

**Answer: A,B,D**

Explanation:

To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:

- \* C. Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.
  - \* D. Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.
  - \* E. Rules that have a narrower evaluation scope will lead to better performance: Configuring rules to operate within a narrower scope means that fewer calculations are necessary during each transaction, which speeds up the quote generation process.
- These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

## NEW QUESTION # 137

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