

New Revenue-Cloud-Consultant-Accredited-Professional Test Materials, Revenue-Cloud-Consultant-Accredited-Professional Valid Exam Duration

REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



EXAM GUIDE

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Table of Contents

ABOUT THE REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL	2
AUDIENCE DESCRIPTION	2
PURPOSE OF THIS EXAM GUIDE	3
ABOUT THE EXAM	3
RECOMMENDED TRAINING AND REFERENCES	4
EXAM OUTLINE	4
EXAM CANDIDATE CODE OF CONDUCT	5
MAINTAINING YOUR ACCREDITED PROFESSIONAL STATUS	6

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If the user does not complete the mock test question in a specified time, the practice of all Revenue-Cloud-Consultant-Accredited-Professional learning materials previously done by the user will automatically uploaded to our database. The system will then generate a report based on the user's completion results, and a report can clearly understand what the user is good at. Finally, the transfer can be based on the Revenue-Cloud-Consultant-Accredited-Professional Learning Materials report to develop a learning plan that meets your requirements. With constant practice, users will find that feedback reports are getting better, because users spend enough time on our Revenue-Cloud-Consultant-Accredited-Professional learning materials.

Earning the Salesforce Revenue Cloud Consultant Accredited Professional certification can help you stand out in the competitive job market and enhance your career opportunities. It demonstrates your expertise and credibility in implementing and consulting on Salesforce Revenue Cloud solutions. By passing the exam, you can also join a community of certified professionals who share best practices and help each other stay up-to-date with the latest industry trends and technologies.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is a specialized certification that is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Earning this certification can help individuals demonstrate their expertise in managing revenue processes using this platform, and it can help businesses identify individuals with the skills and knowledge needed to manage their revenue streams effectively. If you are a Salesforce professional who works with Revenue Cloud, this certification can be a valuable addition to your resume.

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Through our investigation and analysis of the real problem over the years, our Revenue-Cloud-Consultant-Accredited-Professional prepare questions can accurately predict the annual Revenue-Cloud-Consultant-Accredited-Professional exams. In the actual exam process, users will encounter almost half of the problem is similar in our products. Even if the syllabus is changing every year, the Revenue-Cloud-Consultant-Accredited-Professional quiz guide's experts still have the ability to master propositional trends. Believe that such a high hit rate can better help users in the review process to build confidence, and finally help users through the qualification examination to obtain a certificate. All in all, we want you to have the courage to challenge yourself, and our Revenue-Cloud-Consultant-Accredited-Professional Exam Prep will do the best for the user's expectations.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an advanced certification that requires extensive knowledge and experience with revenue management. Revenue-Cloud-Consultant-Accredited-Professional exam covers topics such as revenue recognition, pricing and discounting, product management, billing and collections, and revenue forecasting. It is designed to test the candidate's ability to design and implement revenue management solutions within the Salesforce platform.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q36-Q41):

NEW QUESTION # 36

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different bulk discount levels
- B. Same products with different serial numbers
- C. Same product names with different attribute values
- D. Same product names commonly found in the same bundle
- E. Same product names with different Term length

Answer: C,D,E

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs¹. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios².

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B: Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage².

D: Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases².

E: Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing².

References: 2

<https://www.simplus.com/sku-rationalization-strategy/>

NEW QUESTION # 37

A product designer is setting up a product bundle that consists of T-shirts and caps. They want to ensure customers can order a maximum of three T-shirts and three caps, but the total number of products should not exceed five. How should the product designer set this up?

- A. * Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three
* Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.
* Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.
- B. * Define the local cardinality for T shirts with a minimum quantity of one and a maximum quantity of three.
* Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.
* Define two product groups: one that contains T-shirts and another that contains caps. Set the group cardinality for both

groups with a minimum quantity of one and a maximum quantity of five.

- C. * Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three.

Answer: A

NEW QUESTION # 38

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Business Process Mapping
- B. Order Management
- C. Products and Bundles
- D. Quote Document and e-signature

Answer: A

NEW QUESTION # 39

Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

- A. Customer Service
- B. Human Resources
- C. Information Technology
- D. Accounting and Finance
- E. Sales Operations

Answer: C,D,E

Explanation:

Scoping a Revenue Cloud project involves understanding the business needs, defining the project goals, and planning the implementation strategy¹². The teams that should be involved in this process are those that have a direct stake in the project's outcome and can provide valuable input into the project's requirements¹². These teams typically include:

Accounting and Finance: This team can provide insights into the financial processes that the Revenue Cloud project will support, such as billing, revenue recognition, and financial reporting¹².

Sales Operations: This team can provide insights into the sales processes that the Revenue Cloud project will support, such as quote-to-cash, contract management, and sales forecasting¹².

Information Technology: This team can provide technical expertise and support for the implementation of the Revenue Cloud project, including system integration, data migration, and IT infrastructure¹². Reference: ¹²

NEW QUESTION # 40

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- C. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date

Answer: D

Explanation:

Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models¹. The 'Renewal Forecasted' field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the 'Renewal Quoted' field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included²¹. Reference Revenue Cycle Management Software by Revenue Cloud - Salesforce Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

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