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Latest Salesforce Revenue-Cloud-Consultant-Accredited-Professional

Examprep, Revenue-Cloud-Consultant-Accredited-Professional Detailed Answers

About the upcoming Revenue-Cloud-Consultant-Accredited-Professional exam, do you have mastered the key parts which the exam will test up to now? Everyone is conscious of the importance and only the smart one with smart way can make it. When new changes or knowledge are updated, our experts add additive content into our Revenue-Cloud-Consultant-Accredited-Professional latest material. They have always been in a trend of advancement. Admittedly, our Revenue-Cloud-Consultant-Accredited-Professional Real Questions are your best choice. We also estimate the following trend of exam questions may appear in the next exam according to syllabus. So they are the newest and also the most trustworthy Revenue-Cloud-Consultant-Accredited-Professional exam prep to obtain.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q89-Q94):

NEW QUESTION # 89

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- B. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate
- C. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- D. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas

Answer: B

Explanation:

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information.

Reference:

https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION # 90

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Load and Edit
- B. Load.
- C. Always
- D. Save

Answer: B

Explanation:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:

Load: The rule will be evaluated when the product bundle is opened.

Edit: The rule will be evaluated when the product bundle is edited.

Save: The rule will be evaluated upon Save.

Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

References

Salesforce CPQ Product Rules: General Considerations

Decide When Rules Evaluate Unit | Salesforce Trailhead

Product Rules - Salesforce

NEW QUESTION # 91

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

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

Answer: A,B,D

Explanation:

Cross object formula fields are fields that reference data from related objects using lookup or master-detail relationships. They can be useful to display information from parent or child objects without creating custom code or workflows. However, using too many cross object formula fields in a Revenue Cloud project can pose some risks, such as:

Formula field data is not always available during CPQ quote calculation. This means that the formula fields may not reflect the latest values from the related objects when the quote is being generated or updated. This can cause inaccurate pricing, discounts, or taxes. To avoid this, it is recommended to use CPQ fields or custom fields instead of cross object formula fields for quote calculation. 12 They are computationally expensive. This means that the formula fields require more processing power and time to evaluate and display the data from the related objects. This can affect the performance and responsiveness of the application, especially if there are multiple formula fields on the same object or page layout. To avoid this, it is recommended to limit the number and complexity of cross object formula fields, and use filters or conditions to reduce the number of records that need to be evaluated. 34 They can easily exceed limits if not carefully designed and tested. This means that the formula fields can cause errors or warnings if they exceed the maximum length, number, or level of relationships allowed by Salesforce. For example, a formula field can only reference up to 10 unique relationships and span up to five levels of relationships. If these limits are exceeded, the formula field will not save or display correctly. To avoid this, it is recommended to review the formula field limits and best practices, and test the formula fields in different scenarios and environments.

Reference:

1: Lookup Price Rule query considerations with Salesforce CPQ [7]

2: Salesforce CPQ Quote Calculation Stages [8]

3: What Is a Cross-Object Formula? - Salesforce [9]

4: Tips for Reducing Formula Size and Complexity - Salesforce [10]

5: Formula Field Limits - Salesforce [11]

NEW QUESTION # 92

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create in the production environment for the first time. What could have caused this issue?

- A. the user did not have the proper access to the opportunity product object
- B. the user did not execute post installation scripts upon their first login to CPQ
- C. the User did not have the proper access to the quote line object
- 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 # 93

A sales rep creates a quote with a subscription product called 'Monitoring' with a quantity of 25 and a term of 36 months, followed by Order creation, activation, and assetization. 'Monitoring' has associated Product Ramp Segments with Segment Type as Yearly.

How many records will be present for Monitoring for each Asset Action and Asset State Period?

- A. Three Asset Actions and three Asset State Periods
- **B. One Asset Action and three Asset State Periods**
- C. One Asset Action and one Asset State Period

Answer: B

NEW QUESTION # 94

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