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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q147-Q152):

NEW QUESTION # 147

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

- A. Recommend to enable the CPQ Package setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance.
- **B. Recommend using a single automation type for best performance**
- C. Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.
- D. Recommend the current automations are appropriate, optimize further if necessary.

Answer: B

NEW QUESTION # 148

A project is moving from the design phase to the build phase.

What should a Revenue Cloud Consultant do to ensure a successful build cycle?

- A. Write user stories, have user workshops to confirm requirements, and build test use cases.
- **B. Set up environments for development, testing, and production, and choose a deployment tool.**
- C. Build in the production environment, let users test it live, and provide feedback in real time.

Answer: B

NEW QUESTION # 149

A user story for a Revenue Cloud implementation states. As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". what implementation option should a revenue cloud consultant pursue first?

- A. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- B. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- **C. Set up an invoice scheduler**
- D. Set up a Payment Scheduler

Answer: C

Explanation:

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automate the creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include.

You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the user story, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 12 Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also do not provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can only check the bill now checkbox after the order status is changed to "Activated", and they cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of

execution, and the impact on performance. 4 Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations.

[5] References:

- 1: Invoice Schedulers for Automating Invoice Creation - Salesforce
- 2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers
- 3: Use Invoice Scheduler to Generate Invoices - Salesforce
- 4: Workflow Rules Considerations - Salesforce
- [5]: Payment Schedulers for Automating Payment Collection - Salesforce

NEW QUESTION # 150

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Investable, Negotiable, Valuable, Estimable, Small, Testable
- **B. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- C. Independent, Negotiable, Valuable, Equal, Small, Testable @
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

Answer: B

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable¹². It is a set of criteria used to assess the quality of a user story in Agile methodologies¹². Here's what each term means:

* Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story¹².

* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten¹².

* Valuable: A user story must deliver value to the end user¹².

* Estimable: You must always be able to estimate the size of a user story¹².

* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty¹².

* Testable: The user story or its related description must provide the necessary information to make test development possible¹².

References: ¹²

NEW QUESTION # 151

A Revenue Cloud Project has a requirement where a Product can be either 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 Tax Treatment Based on the value of the custom field.
- B. Use Automation to set Billing Rule Based on the value of the custom field.
- C. Use Automation to set Revenue Recognition Rule Based on the value of the custom Field.
- **D. Use Automation to set Tax Rule Based on the value of the custom field.**

Answer: D

NEW QUESTION # 152

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