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## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q133-Q138):

### NEW QUESTION # 133

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment.

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 quotes in the production environment for the first time. What could have caused this issue?

Revenue Cloud SP23

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Quote Object.
- **C. The User did not execute post-installation scripts upon their first login to CPQ.**
- D. The User did not have the proper access to the Opportunity Product object.

**Answer: C**

### NEW QUESTION # 134

Which three are key steps when documenting user stories?

- **A. Know which business process the requirement supports to categorize the user story**
- B. Design the solution while the business process is being defined
- **C. Identify the acceptance criteria or result for satisfying the user story.**
- **D. Identify the actor or personas in this user story**
- E. Document user acceptance test scripts for the user story.

**Answer: A,C,D**

Explanation:

User stories are short, simple descriptions of a feature or functionality from the perspective of the end user or customer. User stories are used to capture the requirements and value proposition of a product or service in an agile framework. User stories should follow some best practices to ensure clarity, consistency, and alignment with the business goals and user needs. 12 Some of the key steps when documenting user stories are:

1 Know which business process the requirement supports to categorize the user story. This helps to prioritize and organize the user stories based on the business value and impact they deliver. It also helps to avoid duplication and inconsistency among user stories. 3 Identify the actor or personas in this user story. This helps to define the user role, needs, goals, and motivations that drive the user story. It also helps to create empathy and understanding for the user and their context. 4 Identify the acceptance criteria or result for satisfying the user story. This helps to specify the expected outcome, behavior, or functionality that the user story should deliver. It also helps to define the scope, quality, and testability of the user story. 5 Designing the solution while the business process is being defined is not a key step when documenting user stories. This can lead to premature or biased decisions that may not address the real user problem or value proposition. User stories should focus on the what and why, not the how. The solution design should be done after the user stories are validated and prioritized, and in collaboration with the development team and other stakeholders. 6 Documenting user acceptance test scripts for the user story is not a key step when documenting user stories.

This can be done later, after the user stories are refined and detailed, and before the development and testing phases. User acceptance test scripts are used to verify that the user story meets the acceptance criteria and the user expectations. [7] References:

- 1: User Stories | Examples and Template | Atlassian
- 2: How to Write Perfect User Stories (With Templates): A Step-By-Step Guide | airfocus
- 3: 10 Tips for Writing Good User Stories - Roman Pichler
- 4: The Anatomy of a User Story | Scrum Alliance | Includes Template
- 5: Best Practices to Succeed with User Stories - DZone
- 6: UX documentation: Guide, best practices, template

#### NEW QUESTION # 135

What fields are required on the usage record to load and rate the usage?

- A. start date time,order product ID,unit of measure,quantity,usage summary lookup,account
- B. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
- **C. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity**
- D. Account,order,order product,usage summary start date time,end date time,quantity

**Answer: C**

Explanation:

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period<sup>1</sup>.

The required fields on the usage record to load and rate the usage are:

- \* Start Date Time: This field represents the start of the usage period<sup>1</sup>.
- \* End Date Time: This field represents the end of the usage period<sup>1</sup>.
- \* Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs<sup>1</sup>.
- \* Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match<sup>1</sup>.
- \* Unit of Measure: This field represents the unit in which the usage is measured<sup>1</sup>.
- \* Quantity: This field represents the amount of usage<sup>1</sup>.

These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing<sup>2</sup>.

References

- \* Usage Summary and Usage Fields - Salesforce
- \* Usage-Based Products - Salesforce

#### NEW QUESTION # 136

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports. Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create ARR c on the opportunity Line item object,Matching the field configurationof ARR c on SBQQ QuoteLine C.
- B. Create ARR c on the opportunity Line item object,and create a price rule to copy thevalue from ARR c on SBQQ QuoteLine c on opportunity Product.
- C. Create ARR c on the opportunity Line item object,and create a flow to copy the valuefrom ARR c on SBQQ QuoteLine C.
- **D. Create a cross object formula field on the opportunity line item to reference ARR cdata SBQQ QuoteLine C.**

**Answer: D**

#### NEW QUESTION # 137

An escalation on a Revenue Cloud Project happens,which role is primarilyresponsible for project success?

- A. Customer Success Manager
- **B. Project Manager**
- C. Technical Architect
- D. Solution Architect
- E. Developer

**Answer: B**

## NEW QUESTION # 138

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