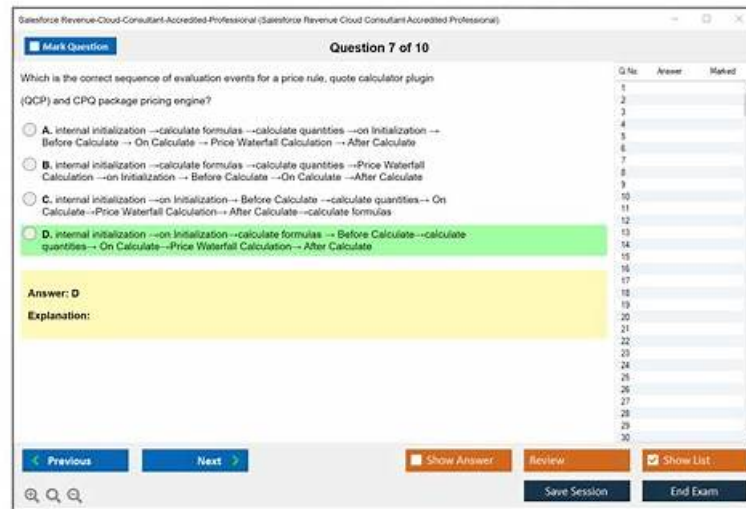# Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Questions [2026] Right Preparation Material

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q106-Q111):

NEW QUESTION # 106
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. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- C. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- D. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

Answer: A,C,D

Explanation:
When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:
A Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system: It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic12.
B) Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud13.
D) Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users14.
Reference
Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales Salesforce Revenue Cloud: A Guide | BillingPlatform CRM Implementation Considerations- Salesforce The Ultimate Guide to Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration

NEW QUESTION # 107
A customer owned an asset for 2 years, from January 1, 2024, through December 31, 2025. The customer missed the January 1, 2026, renewal However, the customer wants to renew again beginning February 1, 2026.
What is the recommended approach?

- A. Add the same Asset as new line on Renewal quote with a start date of February 1, 2026.
- B. Start a new initial sale with the same asset with a start date of February 1,2026.
- C. Use Override Renewal Term and provide the start date of February 1, 2026.

Answer: C

NEW QUESTION # 108
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?

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

Answer: A

Explanation:
According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field.
Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production

environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there.
References:
https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1
https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1 In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucialfor the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

NEW QUESTION # 109

After installing salesforce CPQ in your customer Sandbox org you notice unacceptableperformance times as the primary quote syncs to theopportunity its determined thecause for sub optimal performance is attribute to 30 process builders referencing thequote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. extending customization using coding best practices to improve scalability
- B. Architect the revenue cloud solution to follow suit by
- C. baseline current performance recommend to identify and address the technical debt firstbefore designing the revenue cloud solutioncategorize the subpar customizations as 'out of scope'.processed with design andbuild,and address performance issues as the final taskin UAT
- D. upgrade the org to thelatest CPQ and billing release,this will largely address the performance issues

Answer: A

Explanation:
Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION # 110

A revenue cloud customer has posted a cash payment that was created on account A by mistake.what are the stepsto apply this to the correct invoice on account B?

- A. Allocate the payment if allocated and reparent the payment to account B
- B. Allocate the payment to an invoice on account B
- C. Allocate the payment if allocated,create a refund and then create a new payment foraccount B
- D. Set the payment status to canceled and create a new payment on account B

Answer: C

Explanation:
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:
Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.
Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.
Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B: It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity ofthe account's payment history.
References:

Use Payments to Correct Errors on Posted Refunds - Salesforce
Make a Payment on an Invoice - Salesforce
Paymentsand Credits - Salesforce

NEW QUESTION # 111
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