

# Revenue-Cloud-Consultant-Accredited-Professional exam dumps



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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting, products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional (Salesforce Revenue Cloud Consultant Accredited Professional) Certification Exam is a valuable certification for those who want to become experts in revenue management and optimization within the Salesforce platform. Revenue-Cloud-Consultant-Accredited-Professional exam is designed for professionals who have experience in sales and revenue management, and have a deep understanding of the Salesforce Revenue Cloud. Salesforce Revenue Cloud Consultant Accredited Professional certification exam is a comprehensive test that covers all aspects of revenue management within the Salesforce platform.

## Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q87-Q92):

### NEW QUESTION # 87

What are the 3 reasons why you would need an appexchange solution to support generating a document is support of a revenue

cloud project?

- A. watermarks
- B. Invoice Generation
- C. Attachments
- D. Contract Redlining
- E. Electronic signature

**Answer: A,D,E**

Explanation:

Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:

- \* Watermarks (A): Watermarks can be used to mark documents as confidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.
- \* Electronic Signature : Electronic signatures are often required for contracts and other legal documents. AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.
- \* Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process. This is a specialized functionality that can be provided by AppExchange solutions.

References

- \* 10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy
- \* Revenue Cloud Collection Page - Salesforce
- \* Extending Customer 360 with Salesforce AppExchange
- \* What Is Salesforce AppExchange and How Can I Use It?

#### **NEW QUESTION # 88**

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

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

**Answer: B**

#### **NEW QUESTION # 89**

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Group
- B. Order by Quote Line Group
- C. Invoice Batch
- D. Order by Group

**Answer: A**

Explanation:

In Salesforce Revenue Cloud, the feature needed to split Order Products into different Invoice runs is the Invoice Group. The Invoice Group field on the order product is used to define more levels of grouping. After the invoice run groups order products by their billing account and payment terms, it then considers the order's invoice grouping. This process is useful for invoicing certain types of order products separately from your other order products.

References:

- \* Grouping Order Products into Invoices - Salesforce

To split Order Products into different Invoice runs, the feature needed is "Invoice Group." Salesforce Billing allows for the customization of invoice groups, enabling the billing of order products that meet specific criteria separately. This functionality is particularly useful for separating invoices with different billing or payment terms and for consolidating several order products into a single invoice when needed. By defining an Invoice Group ID, users can control the invoicing process for order products more granularly, ensuring that invoicing aligns with business requirements.

### NEW QUESTION # 90

A Revenue Cloud Consultant is configuring Invoice Management for a multi-national corporation operating in several countries, each of which has its own tax rules and invoicing regulations. The consultant needs to ensure that billing and tax calculations are applied correctly for each region.

Which object should the consultant use to represent each regional business unit and define its specific billing and tax configurations?

- A. Billing Schedule Group
- B. Billing Profile
- C. Legal Entity

**Answer: C**

### NEW QUESTION # 91

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers" what should be included in the design of this solution?. (Choose 2 options)

- A. Legacy Orders and invoices should be migrated
- B. Discount schedules with Cross Orders checked.
- C. Contracts, Subscriptions and Assets should be populated with historical data.
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Custom Action to retrieve Purchased quantities from an external source

**Answer: B,C**

Explanation:

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 References:

- 1: Revenue Management Platform & CPQ Solution - Salesforce.com US
- 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce
- 3: Give Discounts for Long Subscriptions Unit | Salesforce Trailhead
- 4: Discount Schedules - Salesforce
- 5: Salesforce Revenue Cloud Trailmix - Trailhead

### NEW QUESTION # 92

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