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Salesforce Revenue Cloud Consultant Accredited Professional Exam is designed for professionals who have a deep understanding of the Salesforce Revenue Cloud platform. Salesforce Revenue Cloud is a set of tools and services that enable businesses to manage their revenue streams, automate revenue recognition processes, and gain insights into their revenue performance. The Revenue Cloud Consultant Accredited Professional certification is a validation of an individual's expertise in implementing Revenue Cloud solutions and advising clients on best practices.

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To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

Salesforce Revenue Cloud is a robust platform that provides businesses with a comprehensive suite of revenue management tools. The platform enables businesses to manage their sales cycle from lead generation to cash collection. The Salesforce Revenue Cloud Consultant Accredited Professional certification exam tests candidates on their ability to implement and configure the Salesforce Revenue Cloud solution to meet the needs of their clients. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, pricing and discounting, billing and invoicing, and revenue forecasting.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q79-Q84):

NEW QUESTION # 79

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

- A. Invoice Group
- B. Invoice Batch
- C. Order by Quote Line Group
- 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 # 80

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. however, sales user are getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Legacy subscription data are missing a lookup to a source quote line record
- B. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- D. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

Answer: B

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

References

- * Error:Can't renew the contract automatically because it ... - Salesforce
- * Guidelines for Amending Contracts - Salesforce
- * Legacy Data Upload for Salesforce CPQ

NEW QUESTION # 81

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Migration from Sandbox to Production
- B. A Design Document
- C. Customer Acceptance sign off
- D. A Change Order
- E. Complete deployment migration plan

Answer: C

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

<https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/>

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NEW QUESTION # 82

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 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: B

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. Reference:

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 crucial for 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 # 83

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 quote 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 opportunity product object

Answer: A

Explanation:

Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash. This includes the creation of quotes. However, for a user to create a quote, they must have the proper access to the quote object. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote. Therefore, the issue that users are reporting could be caused by the lack of proper access to the quote object. References: Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION # 84

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