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Salesforce Revenue Cloud Consultant Accredited Professional certification is beneficial for professionals who work in revenue management, finance, accounting, and consulting. It demonstrates to employers and clients that the individual has the knowledge and skills to implement Revenue Cloud solutions that can help their organization streamline their revenue management processes and improve their overall financial performance.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam covers a range of topics related to Salesforce Revenue Cloud, including pricing and product management, revenue recognition, order and contract management, and payment processing. It is a challenging exam that requires a deep understanding of the platform and its various features and capabilities.

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### Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q112-Q117):

#### NEW QUESTION # 112

How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?

- A. From the Payment credit cards related list, click the new credit card button.
- B. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
- C. Enter the credit card details into a new payment Method record Click the Tokenize button
- **D. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.**

**Answer: D**

#### NEW QUESTION # 113

How does Hold Billing work?

- **A. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"**
- B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".
- C. It Prevents invoice document generation and stops email notifications from going out to the customer.
- D. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".

**Answer: A**

Explanation:

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger. When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active. Reference:

[https://help.salesforce.com/s/articleView?id=sf.blng\\_hold\\_billing.htm&language=en\\_US&type=5](https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5)

<https://trailhead.salesforce.com/users/officialblaze/trailmixes/revenue-cloud-get-started-with-billing>

#### NEW QUESTION # 114

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

- A. A Design Document
- **B. Customer Acceptance sign off**
- C. A Change Order
- D. Complete deployment migration plan

- E. Migration from Sandbox to Production

**Answer: B**

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable<sup>12</sup>. It is a set of criteria used to assess the quality of a user story in Agile methodologies<sup>12</sup>. 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 story<sup>12</sup>.
- \* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten<sup>12</sup>.
- \* Valuable: A user story must deliver value to the end user<sup>12</sup>.
- \* Estimable: You must always be able to estimate the size of a user story<sup>12</sup>.
- \* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty<sup>12</sup>.
- \* Testable: The user story or its related description must provide the necessary information to make test development possible<sup>12</sup>.

References: <sup>12</sup>

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

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### NEW QUESTION # 115

Some of the users at universal containers have faced long processing times during quote document generation.

What can be done to reduce the processing times for document generation?

- **A. using compressed image formats for image files included in the quote document**
- B. reducing the number of line columns that are included in the quote document
- C. increase the number of product of product rules and option constraints
- D. Reducing the number of product rules and option constraints
- E. reducing the number of quote line fields displayed in the quote line editor

**Answer: A**

Explanation:

Reducing processing times during quote document generation in Salesforce CPQ can be achieved through various optimizations. One effective method is using compressed image formats for image files included in the quote document. This reduces the file size of the images, leading to faster loading and processing times when generating quote documents. While the specific reference to this practice is not directly available in the provided Salesforce Revenue Cloud documents, it is a widely recognized optimization technique in document generation processes to enhance performance and reduce loading times.

### NEW QUESTION # 116

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- **A. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.**
- B. use bill now on the new order and re-parent the new invoice lines to the existing invoice
- C. Use bill now on the new Order and consolidate the invoices.
- D. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

**Answer: A**

Explanation:

When a Revenue Cloud customer needs to add more items from another order to a posted invoice without using invoice batches, the recommended approach is to "Cancel and Rebill" the invoice. This process involves rolling the invoice back to its state before the most recent billing cycle, allowing corrections or additions to be made to the invoice record. This action is applicable to both draft and posted invoices and is designed to address errors or changes needed on the invoice, such as adding new order items. This method ensures that all necessary adjustments are made while maintaining the integrity of the invoice's audit trail and data.

### NEW QUESTION # 117

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