

# Valid Revenue-Cloud-Consultant-Accredited-Professional Exam Questions - Revenue-Cloud-Consultant-Accredited-Professional Examcollection Questions Answers

## REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



### EXAM GUIDE

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# Revenue-Cloud-Consultant-Accredited-Professional Examcollection

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the skills and knowledge of professionals who work with Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is a specialized certification that is awarded to individuals who have demonstrated their expertise in managing the sales processes of an organization using Salesforce Revenue Cloud.

### Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q67-Q72):

#### NEW QUESTION # 67

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

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

**Answer: C**

#### NEW QUESTION # 68

What are two benefits to having trained customer CPQ admins participate in the planning, design and build phases?(Q2R)

- A. Facilitates a more efficient test phase
- B. Eliminates the need for documentation
- C. Presents more opportunity for customers to ask for new requirements
- D. Customer is better equipped to scale and maintain functionality post-go-live
- E. Increases the commercial value to the paid engagement

**Answer: A,D**

Explanation:

The benefits of having trained customer CPQ admins participate in the planning, design, and build phases include:

\* A. Facilitates a more efficient test phase: Trained CPQ admins can leverage their understanding of both the platform's capabilities and the company's specific requirements to craft more effective tests and more quickly identify potential issues.

\* E. Customer is better equipped to scale and maintain functionality post-go-live: With deep involvement in the project phases, CPQ admins gain a thorough understanding of the setup and customization, which empowers them to manage, scale, and adapt the system as business needs evolve without always relying on external support.

These benefits highlight the importance of involving knowledgeable internal team members in significant project phases to ensure long-term success and operational efficiency.

#### NEW QUESTION # 69

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before

speaking for the first time in a scoping session?

- A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- B. The client's income statements and balance sheet.
- C. Brochures that provided detail to the products and services the client offers
- D. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes
- E. A sample proposal the client provides to their customers

**Answer: A,C,E**

Explanation:

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.

A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging.

1 Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition.

2 An approval matrix documentation that describe the approvals needed before a quote is sent to the customer:

This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts.

3 References:

1: This article explains how to create a professional proposal for customers using Salesforce CPQ.

2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.

3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

#### NEW QUESTION # 70

What 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. routine generation of invoices having 200 invoice lines
- B. extensive use of quote line custom fields
- C. routine generation of quote having 200 quote lines
- D. multiple automation types (trigger/workflows, flows) on a single object
- E. External API calls within the pricing sequence

**Answer: A,B,D**

#### NEW QUESTION # 71

After installing Salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. Its determined the cause for sub-optimal performance is attributed to

30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. What strategy should the revenue cloud consultant recommend to the customer?

- A. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope', process with design and build, and address performance issues as the final task in UAT
- B. Architect the revenue cloud solution to follow suit by
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. extending customization using coding best practices to improve scalability

**Answer: A**

#### NEW QUESTION # 72

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based are customizable and you can attempt them for multiple times. These practice exam save progress report of each attempt so you can assess it to find and overcome mistakes. As mentioned earlier, these Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) practice exams can be customized according to your requirements. You can change their time and numbers of Salesforce Revenue Cloud Consultant Accredited Professional (Revenue-Cloud-Consultant-Accredited-Professional) dumps questions as you want.

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