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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q35-Q40):

NEW QUESTION # 35
What Planning Strategies Should be taken to Make User AcceptanceTesting(UAT) efficient?(Choose 3 options)

- A. Issue change orders for all incidents that arise during testing
- B. Define and agree on acceptance criteriawith customer
- C. Finalize test plans before the build Phase completes
- D. Execute all tests on behalf of the customer
- E. Train UAT testers on the new functionality

Answer: B,C,E

Explanation:

User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performed in a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:

Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases.

Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12 Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the business processes and workflows that the software supports, as well as the new features and enhancements that are being tested.

Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand the expected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34 Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software.

Finalizing the test plans before the build phase completes ensures that the UAT phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment. It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6] References:

Learn About User Acceptance Testing
User Acceptance Testing Strategies for Large Data Volume Scenarios
5x Salesforce Professional Revenue Cloud Tests 2023
A Guide to Salesforce User Testing (UAT)

NEW QUESTION # 36

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- C. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.
- D. No, if the customer is not using bundle configuration currently, they won't need it in the future.

Answer: A

Explanation:

In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested1. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from1. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences2. Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer2. References Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 37

What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. designing the product catalog with SKU rationalization in mind
- B. documenting logical architecture diagrams for data flow between systems
- C. Creating process builders and flows to pass data between fields instead of using twin field mapping
- D. using price book entries to handle attribute based variations instead of lookup price rules
- E. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.

Answer: C,D,E

Explanation:

The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:

A) Using price book entries to handle attribute based variations instead of lookup price rules: Price book entries are not designed to

handle attribute-based variations. Instead, lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy1.

C) Creating process builders and flows to pass data between fields instead of using twin field mapping: Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code1.

D) Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles: Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected1.

Reference:

https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/

NEW QUESTION # 38

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Electronic Signature
- B. Attachments
- C. Watermarks
- D. Invoice Generation
- E. Contract Redlining

Answer: A,B,E

Explanation:

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners. 1 Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage. 2 Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more information and clarity to the contract parties. 3 Reference:

1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.

3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

NEW QUESTION # 39

Sales reps at UC were facing governor limits while configuring certain large bundles, the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles. what should the admin do to resolve this issue?

- A. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- B. Recommend CPQ and billing design solutions within proper capabilities
- C. Enable large configurations setting should not be used in such a case
- D. All bundles that have more than 20 product should be split into smaller bundles

Answer: A

Explanation:

* Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

* Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized.

Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune

your implementation.
* Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary. Avoid using it indiscriminately across all bundles.
References:
* Salesforce Enable Large Configurations Documentation
* Salesforce Trailhead: Understand Scalability
* Salesforce Revenue Cloud Overview

NEW QUESTION # 40

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