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Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q126-Q131):

NEW QUESTION # 126

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use a Record Change Flow to trigger on the Quote Line.
- B. Use an Apex Trigger on the Quote Line
- C. A Quote Calculator plugin(QCP)
- D. Set Pricing Method to Custom

Answer: C

Explanation:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)¹. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines¹. It provides a way to customize the calculation sequence that happens when a quote is calculated¹. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules¹. References

* Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

NEW QUESTION # 127

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. 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
- B. extending customization using coding best practices to improve scalability
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. Architect the revenue cloud solution to follow suit by

Answer: B

Explanation:

Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION # 128

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

Explanation:

In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually

come after the business processes have been mapped and understood.

References

* Get Started with Salesforce CPQ Unit | Salesforce Trailhead

* CPQ Scoping Questionnaire? : r/salesforce - Reddit

* How To: Salesforce CPQ: Build a Bundle

NEW QUESTION # 129

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

Answer: B,C,D

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 # 130

Universal Containers sell boxes based on size, Price for a specific product is based on the selection of length and width and height, which cpq pricing functionality should be used here?

- A. Percent of total
- B. Multi Dimensional Quoting
- C. Price Rule with lookup table
- D. Discount Schedule

Answer: B

Explanation:

Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. Reference:

Create a Multidimensional Quote

Revenue Management Platform & CPQ Solution

Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

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