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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.

Earning the Salesforce Revenue Cloud Consultant Accredited Professional certification can help you stand out in the competitive job market and enhance your career opportunities. It demonstrates your expertise and credibility in implementing and consulting on Salesforce Revenue Cloud solutions. By passing the exam, you can also join a community of certified professionals who share best practices and help each other stay up-to-date with the latest industry trends and technologies.

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Salesforce Revenue Cloud Consultant Accredited Professional exam is a highly sought-after certification exam for professionals who are interested in specializing in Salesforce Revenue Cloud. Revenue-Cloud-Consultant-Accredited-Professional exam is designed to test the candidate's knowledge and skills in the areas of revenue management, pricing, and product management. Revenue-Cloud-Consultant-Accredited-Professional Exam is intended for individuals who already have experience working with Salesforce and are looking to advance their skills and knowledge.

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

### **NEW QUESTION # 112**

What are the 3 reasons why you would need an appexchange solution to support generating a document in support of a revenue cloud project?

- A. Electronic signature
- B. Contract Redlining
- C. watermarks
- D. Attachments
- E. Invoice Generation

**Answer: A,B,C**

### **NEW QUESTION # 113**

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Quote Documentation And Plugins
- B. Business Process Mapping
- C. Products and Bundles
- D. Order Management

**Answer: B**

Explanation:

In a Salesforce CPQ scoping session, the first type of documentation that comes into play is the Business Process Mapping. This is because before diving into the specifics of products, bundles, order management, or quote documentation, it's crucial to understand the client's overall business processes. Business Process Mapping provides a visual representation of the client's business processes, which can help identify inefficiencies, redundancies, and gaps in the current process. It also helps in understanding how the Salesforce CPQ solution can be best configured to align with and optimize these processes<sup>1</sup>. References: Salesforce CPQ documentation<sup>1</sup>.

### **NEW QUESTION # 114**

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Small, Testable
- B. Investable, Negotiable, Valuable, Estimable, Small, Testable
- C. Independent, Negotiable, Valuable, Equal, Small, Testable @
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

**Answer: A**

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 possible12.

Reference: 12

### NEW QUESTION # 115

What is the most Scalable way to set the legal Entityon the Order Product and OrderProduct Consumption Schedule?

- A. Use a Flow that is triggered when the record is created and run before the record issaved.
- B. Use a Quote Calculator Plugin(QCP)
- C. Use a WorkFlow
- D. Use a Custom Setting

**Answer: A**

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

- \* A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.
- \* A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.
- \* A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming.

References:

- \* Legal Entities
- \* Automation Guidelines for Orders and Order Products
- \* Flow Builder

### NEW QUESTION # 116

A new order is created with these details:

1. The account has a default Billing Profile with a billing address in San Francisco.
2. An order is created associated with this account with a billing address in New York.
3. The order has a billing account attached with a billing address in Chicago.

When billing processes the order, which city will be used?

- A. New York
- B. Chicago
- C. San Francisco

**Answer: B**

### NEW QUESTION # 117

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