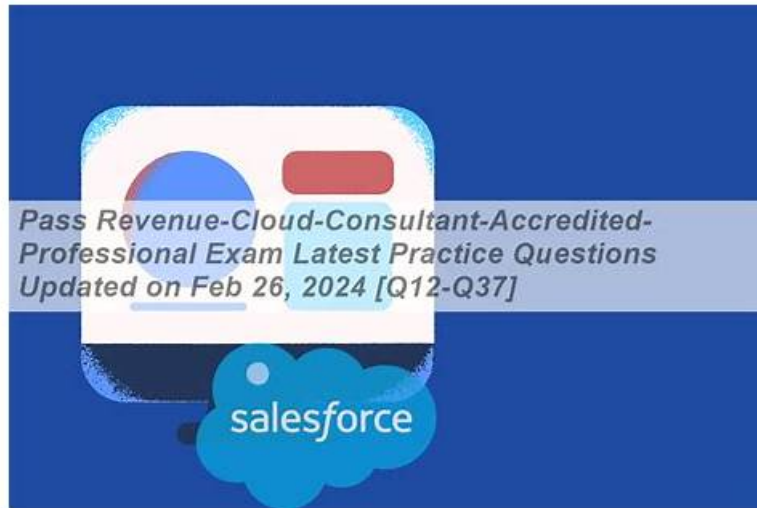


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## **Salesforce Revenue Cloud Consultant Accredited Professional Sample**

## Questions (Q144-Q149):

### NEW QUESTION # 144

Universal Containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ
- **B. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- D. Legacy subscription data are missing a lookup to a source quote line record

**Answer: B**

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

Reference

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

### NEW QUESTION # 145

A sales rep creates a quote with a subscription product called 'Training' with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The 'Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.

How many records will be present for Training for each Asset Action and Asset State Period?

- A. Two Asset Actions and two Asset State Periods
- B. One Asset Action and two Asset State Periods
- **C. Two Asset Actions and one Asset State Period**

**Answer: C**

### NEW QUESTION # 146

Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

- A. Human Resources
- **B. Information Technology**
- **C. Accounting and Finance**
- **D. Sales Operations**
- E. Customer Service

**Answer: B,C,D**

### NEW QUESTION # 147

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same products with different serial numbers
- **B. Same product names with different Term length**
- C. Same product names with different bulk discount levels
- **D. Same product names commonly found in the same bundle**
- **E. Same product names with different attribute values**

**Answer: B,D,E**

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs<sup>1</sup>. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios<sup>2</sup>.

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B) Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage<sup>2</sup>.

D) Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases<sup>2</sup>.

E) Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing<sup>2</sup>.

Reference:

<https://www.simplus.com/sku-rationalization-strategy/>

### NEW QUESTION # 148

A streaming service company is implementing Revenue Cloud. The company strives to provide fast, reliable, and high quality streaming services. It's running a promotion for new customers for a 100% discount on the first month of service. Also, streaming costs go up every year, and the company would like to be transparent about this with its customers during the sales cycle, as its minimum contract length is 36 months. How should the Revenue Cloud Consultant meet this requirement?

- A. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Monthly. Associate both of these segment types to the product.
- B. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Custom. Associate both of these segment types to the product.
- C. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Yearly. Associate both of these segment types to the product.

**Answer: C**

### NEW QUESTION # 149

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