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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q71-Q76):

NEW QUESTION # 71
Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speakingfor the first time in a scopingsession?

- A. An approval matrix documentation that describe the approvals needed before a quote issent to the customer
- B. The latest release notes found at help salesforce.com>salesforce CPQ patch notes
- C. Brochures that provided detail to the products and services the client offers
- D. A sample proposal the client provides to their customers
- E. The clients income statements and balance sheet.

Answer: A,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 Reference:
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 # 72
A user quotes a product and ramps it with three custom ramp segments. The first segment starts on January lf 2025, and lasts for 6 months. The second segment's term is 12 months, and the last segment's term is 6 months.
After the quote is ordered, which Asset and Asset State Period records are generated, and with what dates for this quote line?

- A. Three Asset records, with three Asset State Periods on each Asset record with the following dates 1.1st Jan 2025 to 30th Jun 2025 2 1st Jul 2025 to 30th Jun 2026 3.1st Jul 2026 to 31st Dec 2026
- B. One Asset record, with three Asset State Periods of the following dates: 1 1st Jan 2025 to 30th Jun 2025 2.1st Jan 2025 to 30th Jun 2026 3.1st Jan 2025 to 31st Dec 2026
- C. One Asset record, with three Asset State Periods of the following dates: 1.1st Jan 2025 to 30th Jun 2025 2.1st Jul 2025 to 30th Jun 2026 3.1st Jul 2026 to 31st Dec 2026

Answer: C

NEW QUESTION # 73
A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or tax exempt depending on a custom field that holds the industry. " What is the appropriate solution to address this requirement?

- A. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- B. Use automation to set the Tax Treatment based on the value of the custom field
- C. Use automation to set the Tax Rule based on the value of the custom field
- D. Use automation to set the Billing Rule based on the value of the custom field

Answer: C

Explanation:
For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes.
Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 74
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 decidewhether they need it or not.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always beimplemented.
- C. No, if the customer is not using bundle configuration currently, they won't need it in thefuture.
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it'sbrought up specifically.

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. Reference Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 75
what are 3 risks when using too many cross-object formula fields in a revenue cloudproject?

- A. Formulas field data is not always available during CPQ quote calculation
- B. They are computationally expensive
- C. Formula fields have unlimited access to objects many relationships away which makes itvulnerable to data changes
- D. They can easily exceed limits if not carefully designed and tested
- E. Formula field are editable after thecalculation completes the Sales user or processautomation can overwrite its value

Answer: A,B,D

Explanation:
Cross-object formula fields are useful for accessing data from related objects, but they also have some drawbacks and risks, especially when used excessively in a revenue cloud project. Some of the risks are:
* They can easily exceed limits if not carefully designed and tested. Cross-object formula fields count against the total number of fields allowed per object, and they also consume more resources than regular fields. If the formula is too complex or references too many objects, it can cause performance issues, errors, or failures. For example, a formula can only reference up to 10 unique relationships, and a record can only trigger up to 16 levels of cross-object formula updates. 12
* Formula field data is not always available during CPQ quote calculation. CPQ quote calculation is a process that evaluates the pricing, discounts, taxes, and other factors of a quote. During this process, some cross-object formula fields may not have the latest data or may not be accessible at all, depending on the order of execution and the timing of the updates. This can lead to inaccurate or inconsistent results, or even prevent the quote from being calculated. 3
* They are computationally expensive. Cross-object formula fields require more processing power and time than regular fields, as they need to query and calculate data from multiple objects and relationships.
This can affect the overall performance and responsiveness of the revenue cloud project, especially when there are many cross-object formula fields involved. Additionally, cross-object formula fields can trigger cascading updates and validations, which can further increase the computational load and complexity. 4 References:
* 1: What Is a Cross-Object Formula? - Salesforce
* 2: Formula Operators and Functions - Salesforce
* 3: Salesforce Real Dumps Practice Exam Questions by Dumpswarp
* 4: Create Cross-Object Formulas Unit | Salesforce Trailhead

NEW QUESTION # 76
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