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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q53-Q58):

NEW QUESTION # 53

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- B. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system
- C. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

Answer: D

NEW QUESTION # 54

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

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

Answer: A,B,D

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 # 55

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

Answer: B

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 # 56

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Batch
- **B. Order by Quote Line Group**
- C. Invoice Group
- D. Order by Group

Answer: B

NEW QUESTION # 57

What does the 'safe harbor' slide at the beginning of every Salesforce presentation mean?

- A. roadmap capability will be released exactly as they are demonstrated
- B. new release capabilities will not have impact to existing implementations
- C. anything presented from Salesforce must be kept confidential
- **D. You and your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities**

Answer: D

Explanation:

The 'safe harbor' slide at the beginning of every Salesforce presentation is a legal disclaimer that informs the audience that the presentation may contain forward-looking statements about the company's future products, features, capabilities, performance, and financial results. These statements are based on the company's current expectations, assumptions, and projections, and are subject to risks, uncertainties, and changes that may cause the actual results to differ materially from the statements. Therefore, the audience should not rely on these statements as guarantees or promises of future performance or availability, and should make their own independent decisions based on the current and available capabilities of the company. The 'safe harbor' slide also directs the audience to the company's website, where they can find more information about the factors that may affect the forward-looking statements, as well as the company's most recent financial reports and filings. 12 References:

* Salesforce - Safe Harbor

* Salesforce Announces Record Fourth Quarter and Full Year Fiscal 2022 Results - Salesforce Earnings

NEW QUESTION # 58

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