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To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

Earning the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification is a great way for professionals to demonstrate their expertise in managing revenue processes using Salesforce. It can help them stand out in a competitive job market and increase their earning potential. Additionally, it can help businesses identify individuals who have the skills and knowledge needed to manage their revenue streams effectively.

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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 facilitateamendments and renewals in CPQ.however ,sales user sare getting the 'attempt tode-reference a null object' error when amending the legacy contract.what is the most likely cause for the error?

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

Answer: D

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, thiserror can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due toincorrect 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.
References
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 cloud storage company offers a subscription service where customers pay a base platform fee plus charges based on the amount of data they consume (measured in gigabytes per month). The company is launching a new, more complex Enterprise tier that includes different rates for storage, data transfer, and API calls with prices that decrease as usage volume increases (tiered pricing). The company needs an automated solution to manage the entire lifecycle of its consumption based products How should a solution architect use Revenue Cloud to solve the company's challenges with selling and managing its consumption based products?

- A. By using Usage Management to automatically ingest, aggregate, and rate consumption data against the products and pricing schedules defined in the Salesforce Product Catalog
- B. By building a custom solution with Apex and custom objects to store raw usage data and run complex batch jobs to calculate the monthly charges for each customer
- C. By leveraging Digital Wallet Management Consumption to sell usage products, manage the lifecycle and rate cards for each usage product, and track product draw downs over time

Answer: A

NEW QUESTION # 146

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers"what should be included in the design of this solution?. (Choose 2 options)

- A. Contracts,Subscriptions and Assets should be populated with historical data.
- B. Custom Action to retrieve Purchased quantities from an external source
- C. Discount schedules with Cross Orders checked.
- D. Legacy Orders and invoices should be migrated
- E. Use a summary variable targeting the subscription object with a Price Rule.

Answer: A,C

Explanation:
To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:
Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the

feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 Reference:
1: Revenue Management Platform & CPQ Solution - Salesforce.com US
2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce
3: Give Discounts for Long Subscriptions Unit | Salesforce Trailhead
4: Discount Schedules - Salesforce
5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION # 147
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. A sample proposal the client provides to their customers
- B. The clients income statements and balance sheet.
- C. The latest release notes found at help salesforce.com>salesforce CPQ patch notes
- D. Brochures that provided detail to the products and services the client offers
- E. An approval matrix documentation that describe the approvals needed before a quote issent to the customer

Answer: A,D,E

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 # 148
Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items.
What should the Revenue cloud consultant recommend to address the issue?

Answer:

Explanation:
Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

NEW QUESTION # 149
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While the Salesforce Revenue-Cloud-Consultant-Accredited-Professional practice questions pdf can help you learn all the relevant answers for the Salesforce Revenue Cloud Consultant Accredited Professional, VCEPrep also provides an online Sitecore Practice Test engine to enhance your confidence and skills. This practice test engine is an effective tool for both learning and practicing Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam.

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