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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	• New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.
Topic 2	• Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.
Topic 3	• Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.

To be eligible for the Salesforce Revenue Cloud Consultant Accredited Professional certification, candidates must have a minimum of six months of experience working with Salesforce Revenue Cloud solutions. Additionally, candidates must complete the Salesforce Revenue Cloud Consultant training course, which covers the fundamentals of the platform and provides candidates with the knowledge they need to pass the certification exam. The training course is available online and can be completed at the candidate's own pace.

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 (Q100-Q105):

NEW QUESTION # 100
Which Revenue Cloud Feature can` be customized to provide an aggregated view of thecurrent goods and services on a contract?

- A. Renewals
- B. Subscriptions
- C. Amendments
- D. Orders
- E. Customer Asset LifeCycle Management(CALM)

Answer: B

Explanation:
Customer Asset LifeCycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination.
Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies. References:
https://www.salesforce.com/au/products/revenue-lifecycle-management/

NEW QUESTION # 101

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- **A. A Quote Calculator plugin(QCP)**
- B. Use an Apex Trigger on the Quote Line
- C. Use a Record Change Flow to trigger on the Quote Line.
- D. Set Pricing Method to Custom

Answer: A

Explanation:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)1. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines1. It provides a way to customize the calculation sequence that happens when a quote is calculated1. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules1. Reference Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

NEW QUESTION # 102

Universal containers has three product families-hardware, software and services, their salesreps want to be able to view the net totals of various product families at the quote level.in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record.from a performance standpoint, which of the following is true?

- A. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- B. it would be better to create separate quotes for each of the product families
- **C. it would be better to use a single price rule with 3 price actions**
- D. the current solution with 3 separate price rules is the most optimal solution

Answer: C

Explanation:

Salesforce CPQ (Configure, Price, Quote) allows admins to automate price calculations and update quote line fields1. In the context of Universal Containers, they have three product families and want to view the net totals of these families at the quote level1. The current solution involves creating three separate price rules that use summary variables to add the net total for quote lines that belong to a particular product family1. However, from a performance standpoint, it would be more efficient to use a single price rule with three price actions12. This is because price rules can inject a static value, field value, or summary variable into a quote or quote line field1. Therefore, having a single price rule with multiple price actions can streamline the process and improve performance12. References: 12

NEW QUESTION # 103

What does RASIC stand for?

- **A. Responsible, Accountable, Supporting, Informed, Consulted**
- B. React, Action, Support, Informed, Consulted
- C. Responsible, Actionable, Supporting, Informed, Consulted
- D. Responsible, Actionable, Supporting, Informed, Communicate

Answer: A

Explanation:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

* R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be

one person responsible.
* A (Accountable): This is the person, or people, who will approve or deny the task once it's complete.
The person responsible can also play this role, but it can also be a technical expert or stakeholder.
* S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.
* I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.
* C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews1.
References
* Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

NEW QUESTION # 104

A revenue cloud consultant surveys a customer'ssales cloud implementation anddiscovers multiple triggers, work flows and flow process applied to the opportunity object.
What is the most appropriate recommendation tothe customer before designing arevenue cloud solution?

- A. Recommend using a single automation type for best performance
- B. Recommend to enable the CPQ Package setting for "Large Quote Threshold "to anappropriate value in order to prevent future performance.
- C. Recommendcontinued use of multiple automation types where revenue cloud capabilities cannotaddress the business requirement.
- D. Recommend the current automations are appropriate,optimize further if necessary.

Answer: A

NEW QUESTION # 105

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