

최신버전Revenue-Cloud-Consultant-Accredited-Professional덤프공부문제시험덤프문제



참고: ExamPassdump에서 Google Drive로 공유하는 무료 2026 Salesforce Revenue-Cloud-Consultant-Accredited-Professional 시험 문제집이 있습니다: <https://drive.google.com/open?id=11Pd40MZ9O8SBT1IKZC-sLYCW7hhBVBt4>

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>> Revenue-Cloud-Consultant-Accredited-Professional덤프공부문제 <<

시험패스 가능한 Revenue-Cloud-Consultant-Accredited-Professional덤프공부문제 덤프데모

Salesforce Revenue-Cloud-Consultant-Accredited-Professional인증덤프는 최근 출제된 실제시험문제를 바탕으로 만들어진 공부자료입니다. Salesforce Revenue-Cloud-Consultant-Accredited-Professional 시험문제가 변경되면 제일 빠른 시일 내에 덤프를 업데이트하여 최신버전 덤프자료를Salesforce Revenue-Cloud-Consultant-Accredited-Professional덤프를 구매한 분들께 보내드립니다. 시험탈락시 덤프비용 전액환불을 약속해드리기에 안심하시고 구매하셔도 됩니다.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional 시험요강:

주제	소개
주제 1	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.
주제 2	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.
주제 3	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.

최신 Revenue Cloud Consultant Revenue-Cloud-Consultant-Accredited-Professional 무료샘플문제 (Q19-Q24):

질문 # 19

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Solution Architect
- B. Developer
- C. Technical Architect
- **D. Project Manager**
- E. Customer Success Manager

정답: D

설명:

A project manager is the role that is primarily responsible for project success, especially when an escalation on a Revenue Cloud project happens. A project manager oversees the end-to-end delivery of a Salesforce project, ensuring that the project is delivered within scope, budget, and timeline. A project manager also coordinates the communication and collaboration among the project team, the customer, and other stakeholders, as well as manages the risks, issues, and changes that may arise during the project lifecycle. A project manager is the first point of contact for any escalation on a Revenue Cloud project, and is expected to resolve the escalation promptly and effectively, by applying the appropriate escalation management process and involving the relevant parties. A project manager also monitors and reports on the project progress, quality, and satisfaction, and ensures that the project meets the customer's expectations and business objectives. 1234 References:

- * 1: Your Guide to Salesforce Roles & Responsibilities
- * 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel
- * 3: Marketing Cloud Consultant Job Description
- * 4: What Is Salesforce Revenue Cloud?

질문 # 20

Some of the users at universal containers have faced long processing times during quotedocument generation. What can be done to reduce the processing times for documentgeneration?

- **A. using compressed image formats for image files included in the quote document**
- B. reducing the number of quote line fields displayed in the quote line editor
- C. increase the number of product of product rules and option constraints
- D. Reducing the number of product rules and option constraints
- **E. reducing the number of line columns that are included in the quote document**

정답: A,E

질문 # 21

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. The client's income statements and balance sheet.
- C. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- D. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes
- E. Brochures that provided detail to the products and services the client offers

정답: A,C,E

설명:

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 describes 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 References:

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.

질문 # 22

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

정답: C

설명:

In Salesforce CPQ, when amending legacy contracts, encountering the 'attempt to de-reference a null object' error often points to issues with the underlying data structure of the migrated contracts and subscriptions. This error typically occurs when required fields are not present or are incorrectly populated, leading to null references in the system's code. It's essential to ensure that all necessary fields on legacy contracts and subscriptions are correctly filled in to support amendments in Salesforce CPQ. This might involve reviewing and correcting the data migration process to ensure that all required fields are accurately populated and that the data integrity is maintained.

질문 # 23

An invoice run with a target date of 6/1/20 has completed with no errors. An order product with a next billing date of 6/1/20 did not generate an invoice line. Which of the following fields might hold a value that would account for this?

- A. Invoice run processing status
- B. Billing day of month
- C. Billing type
- D. billing account
- E. Next change date

정답: B

설명:

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product. The system evaluates several fields to calculate an order product's next billing date. If the order product is billed in advance, Salesforce evaluates the order's billing day of month to choose the nearest date on or before the order product's start date. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line. References

* Understanding Next Billing Date - Salesforce

질문 # 24

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Revenue-Cloud-Consultant-Accredited-Professional최고기출문제 : https://www.exampassdump.com/Revenue-Cloud-Consultant-Accredited-Professional_valid-braindumps.html

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