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Salesforce Revenue Cloud is a robust platform that provides businesses with a comprehensive suite of revenue management tools. The platform enables businesses to manage their sales cycle from lead generation to cash collection. The Salesforce Revenue Cloud Consultant Accredited Professional certification exam tests candidates on their ability to implement and configure the Salesforce Revenue Cloud solution to meet the needs of their clients. Revenue-Cloud-Consultant-Accredited-Professional Exam covers topics such as revenue recognition, pricing and discounting, billing and invoicing, and revenue forecasting.

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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is an excellent way for professionals to validate their skills and knowledge in revenue management and optimization. Salesforce Revenue Cloud Consultant Accredited Professional certification is recognized globally and is highly valued by employers who are looking for skilled professionals who can help them maximize their revenue potential. By passing the certification exam, professionals can enhance their career prospects and gain access to a network of certified professionals who can help them stay up to date with the latest trends and best practices in the industry.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q131-Q136):

NEW QUESTION # 131

What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. Creating process builders and flows to pass data between fields instead of using twin field mapping
- B. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.
- C. designing the product catalog with SKU rationalization in mind
- D. documenting logical architecture diagrams for data flow between systems
- E. using price book entries to handle attribute based variations instead of lookup price rules

Answer: A,B,E

Explanation:

The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:

A) Using price book entries to handle attribute based variations instead of lookup price rules: Price book entries are not designed to handle attribute-based variations. Instead, lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy¹.

C) Creating process builders and flows to pass data between fields instead of using twin field mapping: Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code¹.

D) Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles: Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected¹.

Reference:

<https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/>

NEW QUESTION # 132

Universal Containers sell boxes based on size, Price for a specific product is based on the selection of length and width and height, which cpq pricing functionality should be used here?

- A. Percent of total
- B. Price Rule with lookup table
- C. Multi Dimensional Quoting
- D. Discount Schedule

Answer: C

Explanation:

Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. Reference:

Create a Multidimensional Quote

Revenue Management Platform & CPQ Solution

Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION # 133

What fields are required on the usage record to load and rate the usage?

- A. Account,order,order product,usage summary start date time,end date time,quantity
- B. start date time,order product ID,unit of measure,quantity,usage summary lookup,account
- C. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
- D. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity

Answer: D

Explanation:

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period¹.

The required fields on the usage record to load and rate the usage are:

- * Start Date Time: This field represents the start of the usage period¹.
- * End Date Time: This field represents the end of the usage period¹.
- * Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs¹.
- * Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match¹.
- * Unit of Measure: This field represents the unit in which the usage is measured¹.
- * Quantity: This field represents the amount of usage¹.

These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing².

References

- * Usage Summary and Usage Fields - Salesforce
- * Usage-Based Products - Salesforce

NEW QUESTION # 134

A customer owned an asset for 2 years, from January 1, 2024, through December 31, 2025. The customer missed the January 1, 2026, renewal. However, the customer wants to renew again beginning February 1, 2026.

What is the recommended approach?

- **A. Use Override Renewal Term and provide the start date of February 1, 2026.**
- B. Add the same Asset as new line on Renewal quote with a start date of February 1, 2026.
- C. Start a new initial sale with the same asset with a start date of February 1, 2026.

Answer: A

NEW QUESTION # 135

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Equal, Small, Testable @
- **B. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Investable, Negotiable, Valuable, Estimable, Small, Testable

Answer: B

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable¹². It is a set of criteria used to assess the quality of a user story in Agile methodologies¹². Here's what each term means:

Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story¹².

Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten¹².

Valuable: A user story must deliver value to the end user¹².

Estimable: You must always be able to estimate the size of a user story¹².

Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty¹².

Testable: The user story or its related description must provide the necessary information to make test development possible¹².

Reference: ¹²

NEW QUESTION # 136

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