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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 (Q85-Q90):

NEW QUESTION # 85
Which Revenue Cloud Feature can` be customized to provide an aggregated view of the current goods and services on a contract?

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

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/
https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features

NEW QUESTION # 86
Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ.however ,sales user sare 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. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. Amendment of legacy contract and subscription data requires asset-based renewal method
- C. Legacy subscription data are missing a lookup to a source quote line record
- D. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

Answer: A

NEW QUESTION # 87
What 3design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. External API calls
- B. multiple automation types (trigger/workflows,flows) on a single object
- C. within the pricing sequence
- D. routine generation of quote having 200 quote lines
- E. routine generation of invoices having 200 invoice lines
- F. extensive use of quote line custom fields

Answer: B,C,D

NEW QUESTION # 88
A Revenue Cloud project has a requirement where a product can be either 16m 52s taxable or tax exempt depending on a custom field that holds the industry. "What is the appropriate solution to address this requirement?

- A. Use automation to set the Revenue Recognition Rule based on the value of the custom field
- B. Use automation to set the Tax Rule based on the value of the custom field
- C. Use automation to set the Billing Rule based on the value of the custom field
- D. Use automation to set the Tax Treatment based on the value of the custom field

Answer: B

Explanation:
For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes. Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

NEW QUESTION # 89
Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- C. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.

Answer: A

Explanation:
In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested1. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from1. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences2. Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer2. References
* Learn About Configuration in the Sales Process - Trailhead
* Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 90
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