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Salesforce Revenue Cloud Consultant Accredited Professional Sample

Questions (Q39-Q44):

NEW QUESTION # 39

What are three reasons to have the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation? (Q3R)

- A. To be better prepared when they eventually participate as testers in UAT
- B. To provide finality in escalations paths
- C. To assure project objectives are being met
- D. To validate technical design of the project
- E. To endorse project plan and timelines of the transformation efforts

Answer: B,C,E

Explanation:
Having the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation is crucial for several reasons:
* A. To endorse project plan and timelines of the transformation efforts: Executive sponsorship is essential for endorsing and supporting the project plan and timelines. Their backing ensures that the project aligns with broader organizational goals and gets the necessary resources and attention.
* C. To assure project objectives are being met: Executive sponsors help in assuring that the project objectives align with the business's strategic goals. Their presence in the kickoff meeting reinforces the importance of these objectives and ensures they are clearly communicated and understood by all stakeholders.
* E. To provide finality in escalations paths: Involving executive sponsors in the kickoff provides a clear escalation path for addressing issues that might arise during the implementation. This setup helps in resolving conflicts or challenges swiftly, ensuring the project stays on track.
Executive involvement from the beginning underscores the strategic importance of the project, facilitates alignment on expectations and resources, and establishes a clear governance structure.

NEW QUESTION # 40

What are three key characteristics of an implementation partner leading a revenuecloud scoping session?

- A. Having deep knowledge of competitor Products
- B. Being effective at planning,monitoring and reviewing
- C. Understanding design pitfalls and Mitigation actions to course correct
- D. Experience in a selling role with quota responsibilities
- E. Excellent Communication Skills both verbal and written

Answer: C,D

Explanation:
Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.
Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track.
It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.
Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during theimplementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.
While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION # 41

Which 3 Customer Teams Should be invited to participate in scoping revenue cloudproject?

- A. Customer Service
- B. Accounting and finance
- C. Human Resource
- D. Technology
- E. Sales operations

- F. Information

Answer: D,E,F

Explanation:
When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handle the technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

NEW QUESTION # 42

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

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

Answer: C

Explanation:
For a Revenue Cloud project where aproduct's taxability depends on a custom field that holds industry information, the appropriate solution is touse automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to productsbased 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.
Reference: Salesforce CPQ Taxation Guide

NEW QUESTION # 43

A user story for a Revenue Cloud implementation states. As an Accounts ReceivableManager, I want toautomatically generate invoices in draft status the same day of everymonth". what implementation option should a revenue cloud consultant pursue first?

- A. Triggers and apex to check the bill now checkbox after the order status is changed to"Activated".
- B. Set up a Payment Scheduler
- C. Workflow rule to check the bill now checkbox after the order status is changed to"Activated".
- D. Set up an invoice scheduler

Answer: D

Explanation:
An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automatethe creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include.
You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the userstory, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code. 12 Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also donot provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can only check the bill now checkbox after the order status is changed to "Activated", andthey cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of execution, and theimpact on performance. 4 Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations.

[5] References:
1: Invoice Schedulers for Automating Invoice Creation - Salesforce
2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers
3: Use Invoice Scheduler to Generate Invoices - Salesforce
4: Workflow Rules Considerations - Salesforce
[5]: Payment Schedulers for Automating Payment Collection - Salesforce

NEW QUESTION # 44

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