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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q37-Q42):

NEW QUESTION # 37

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- B. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'. processed with design and build, and address performance issues as the final task in UAT
- C. extending customization using coding best practices to improve scalability

- D. Architect the revenue cloud solution to follow suit by

Answer: C

Explanation:

Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION # 38

A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

- A. Order Products
- B. Subscription
- **C. Contracted Pricing**
- D. Entitlements

Answer: C

Explanation:

For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

B). Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

D). Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

NEW QUESTION # 39

How does Hold Billing work?

- A. It Prevents invoice document generation and stops email notifications from going out to the customer.
- **B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"**
- C. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".
- D. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".

Answer: B

Explanation:

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger. When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active. Reference:

https://help.salesforce.com/s/articleView?id=sf.billing_hold_billing.htm&language=en_US&type=5

NEW QUESTION # 40

What are three Key Characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Understanding Design pitfalls and Migration actions to course correct
- B. Being Effective at planning monitoring and reviewing
- C. Having Deep Knowledge of competitor products
- D. Excellent Communication Skills both verbal and written
- E. Experience in A Selling Role With Quota Responsibilities

Answer: A,B,D

Explanation:

The key characteristics of an implementation partner leading a revenue cloud scoping session are:

A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.

C; Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.

D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.

While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.

References: <https://www.study4exam.com/salesforce/free-revenue-cloud-consultant-accredited-profession>

https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 41

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

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

References: ¹²

NEW QUESTION # 42

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