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REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL



EXAM GUIDE

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Table of Contents

ABOUT THE REVENUE CLOUD CONSULTANT ACCREDITED PROFESSIONAL	2
AUDIENCE DESCRIPTION	2
PURPOSE OF THIS EXAM GUIDE	3
ABOUT THE EXAM	3
RECOMMENDED TRAINING AND REFERENCES	4
EXAM OUTLINE	4
EXAM CANDIDATE CODE OF CONDUCT	5
MAINTAINING YOUR ACCREDITED PROFESSIONAL STATUS	6

1

The language in our Revenue-Cloud-Consultant-Accredited-Professional test guide is easy to understand that will make any learner without any learning disabilities, whether you are a student or a in-service staff, whether you are a novice or an experienced staff who has abundant experience for many years. Our Revenue-Cloud-Consultant-Accredited-Professional Exam Questions are applicable for everyone in all walks of life which is not depends on your educated level. Therefore, it should be a great wonderful idea to choose our Revenue-Cloud-Consultant-Accredited-Professional guide torrent for sailing through the difficult test and pass it.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	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.
Topic 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.

Topic 3	• 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.
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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.

To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83

A Revenue Cloud Consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use a Record Change Flow to trigger on the Quote Line.
- **B. A Quote Calculator plugin(QCP)**
- C. Use an Apex Trigger on the Quote Line
- D. Set Pricing Method to Custom

Answer: B

NEW QUESTION # 84

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. description of new requirements that will help fix the issue
- **B. quote number order number or invoice number**
- C. expected resolution date
- **D. Expected results**
- **E. steps to replace issue**

Answer: B,D,E

Explanation:

During User Acceptance Testing (UAT), when an incident is submitted due to a discrepancy in the invoice total, the following

information should be included in the description of the incident for a quick resolution:

B: Quote number, order number, or invoice number: This information is crucial as it helps identify the specific transaction that has caused the issue.

D: Steps to reproduce the issue: Providing a clear and detailed step-by-step process to reproduce the issue is essential. This allows the team to understand the exact scenario under which the issue occurs, making it easier to diagnose and resolve.

E: Expected results: Clearly stating what the expected results should be provides a benchmark against which the actual results can be compared. This helps in understanding the deviation and the impact of the issue.

References

- * Learn About User Acceptance Testing Unit | Salesforce Trailhead
- * User Acceptance Testing Strategies for Large Data Volume Scenarios | Salesforce Education
- * Resolve an Incident - Salesforce
- * Steps to Implement Incident Management in Your Salesforce Org

NEW QUESTION # 85

A revenue cloud consultant learns Salesforce is deploying a new release during the course of the implementation. Which two actions should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. submit ticket to support when you want your sandbox updated
- B. Determine whether your sandbox is on a preview or non-preview instance
- C. The platform ensures that all sandboxes are upgraded all the same time so wait for the upgrade
- D. review status.salesforce.com to determine refresh cutoff dates for the new release

Answer: B,D

Explanation:

Review Salesforce Status: The status.salesforce.com website provides real-time information about the status of Salesforce services, including maintenance windows and release schedules. By checking this site, you can find out when the new release will be available for sandboxes. This information will help you plan your testing activities.

Submit a Sandbox Refresh Request: If your sandbox is not automatically upgraded to the new release, you can request a sandbox refresh through Salesforce Support. This process will update your sandbox to the latest release, allowing you to test your implementation against the most current features and functionality.

Reference:

Salesforce Trailhead: Test New Releases in a Sandbox
Salesforce Introduces Revenue Cloud

NEW QUESTION # 86

One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create in the production environment for the first time. What could have caused this issue?

- A. the user did not execute post installation scripts upon their first login to CPQ
- B. the user did not have the proper access to the opportunity product object
- C. the user did not have the proper access to the quote object
- D. the user did not have the proper access to the quote line object

Answer: A

NEW QUESTION # 87

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.

They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same products with different serial numbers
- B. Same product names with different bulk discount levels
- C. Same product names with different attribute values
- D. Same product names commonly found in the same bundle
- E. Same product names with different term length

Answer: C,D,E

Explanation:

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs¹. This process is crucial in managing SKU proliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios².

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:

B). Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage².

D). Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases².

E). Same product names with different Term length: Products that are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing².

<https://www.simplus.com/sku-rationalization-strategy/>

NEW QUESTION # 88

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