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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q95-Q100):

NEW QUESTION # 95
A Billing Operations user at Universal Containers needs the system to automatically generate invoices every Monday at 6:00 AM for all completed billing schedules from the past week.
How should the user configure this automation in Billing?

- A. Schedule a Recurring Invoice Run with a Weekly frequency and 6:00 AM start time.
- B. Create a custom flow that runs nightly and generates invoices using the Invoice Preview feature.
- C. Define a Billing Treatment that references an Invoice Generation Time field at the product level.

Answer: A

Explanation:
To automatically generate invoices at a specific time and on a recurring schedule, Salesforce Billing provides the Recurring Invoice Run functionality. This feature allows users to define how often invoice runs should occur (e.g., daily, weekly, monthly) and at what time of day. In this scenario, the correct approach is to schedule a Recurring Invoice Run with a Weekly frequency, specifically set to run every Monday at 6:00 AM.
As described in the Salesforce Billing Implementation Guide, Recurring Invoice Runs allow Billing users to:
* Select the frequency (e.g., weekly)
* Define the day(s) and time of execution
* Automatically generate invoices for completed billing schedules during the configured time window This method ensures consistency, reduces manual workload, and aligns with operational requirements.
Option A refers to Billing Treatments, which are used to manage how invoices are formatted or communicated, not when they are generated.
Option C, using a custom flow with Invoice Preview, is a non-standard and unnecessarily complex approach for a routine task that is already handled natively by Salesforce Billing.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce Billing Implementation Guide - "Recurring Invoice Runs":"Use Recurring Invoice Runs to configure automated invoice generation. You can set the recurrence frequency (daily, weekly, etc.), and specify the time of execution to match business needs."
* Billing Operations Guide - "Automation for Scheduled Invoicing":"Recurring invoice runs simplify billing operations by executing invoice logic for completed billing schedules on a regular cadence." References:
Salesforce Billing Implementation Guide
Salesforce Revenue Cloud Operations Guide
Billing Setup & Automation Best Practices

NEW QUESTION # 96
A company processes orders. When the orders are activated but not submitted, the company wants the assets to be automatically created.
How should a Revenue Cloud Consultant automatically create assets for all order products?

- A. Use the Activate action on the order.
- B. Use the Assetize Order flow.
- C. Use the Submit Order for Fulfillment flow.

Answer: B

Explanation:
Explanation (150-250 words)
In Salesforce Revenue Cloud, assetization is the process of converting order products into active Asset records that track entitlements and subscriptions. When a business requires asset creation upon order activation (before submission for fulfillment), the proper approach is to use the Assetize Order flow.
The Assetize Order flow automatically generates assets for all qualifying order products as soon as the order reaches the Activated status. It can be configured to run automatically through automation or invoked manually as part of an operational process.
The Submit Order for Fulfillment flow (option B) triggers fulfillment operations (e.g., provisioning or shipment) and is not intended for early asset creation. The Activate action alone does not create assets unless combined with the Assetize flow.
Exact Extract from Salesforce Subscription Management Implementation Guide:

"Use the Assetize Order flow to automatically create asset records when an order is activated. This process supports early asset creation prior to fulfillment." References:
Salesforce Subscription Management Implementation Guide - Assetize Order Flow Overview Salesforce Revenue Cloud Data Model - Order to Asset Lifecycle Salesforce CPQ-Billing Integration Guide - Automation for Asset Creation

NEW QUESTION # 97
Which statement is accurate regarding how products can be modeled and sold?

- **A. A configurable bundled product allows users to customize components and attributes.**
- B. Simple products always require at least one child component to be added before they can be sold.
- C. Customers can choose different attributes at the time of quoting for a static product.

Answer: A

Explanation:
Explanation (150-250 words)
In Salesforce CPQ and Revenue Cloud, configurable bundle products are designed to give users flexibility during the quoting process. They contain multiple product options and optional features that can be customized based on customer needs. Each bundle can include predefined components (static) or user- selectable options (configurable), along with configurable attributes such as size, term, or license type.
This model allows sales representatives to create tailored product combinations by selecting or deselecting components, setting quantities, and adjusting attributes directly in the Quote Line Editor. This flexibility enhances accuracy in pricing and ensures the quote reflects the customer's precise requirements.
By contrast, simple products are standalone and sold as-is, while static bundles have fixed options that cannot be altered during quoting. Therefore, option C correctly describes the behavior of configurable bundled products-allowing customization of both components and attributes at quote time.
Exact Extract from Salesforce CPQ Implementation Guide:
"Configurable bundles allow users to customize product components and define attributes at the time of quoting. This enables flexibility in configuring products to match customer requirements." References:
Salesforce CPQ Implementation Guide - Product Bundle Configuration and Attributes Salesforce Revenue Cloud Catalog Management - Product Modeling Best Practices Salesforce CPQ Product Catalog Overview - Simple, Static, and Configurable Bundles

NEW QUESTION # 98
A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

- **A. Asset, Asset Action, Asset State Period, Asset Action Source**
- B. Asset, Subscription, Subscribed Asset, Order
- C. Quote, Quote Line, Order, Order Product

Answer: A

Explanation:
For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.
The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships. The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.
Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.
Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.

Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking. The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements. References: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

NEW QUESTION # 99

A product administrator notices that the price of a warranty product is not being calculated correctly. It should be calculated as 10% of another equipment product's list price, but only when the products are purchased together in the same quote or order. This calculation works correctly for other products, but not for this specific warranty product.

How should the product administrator resolve this issue?

- A. Find the price book entry of the equipment product and enable the Is Derived checkbox.
- B. Find the Derived Price element and add the appropriate input/output variables in the pricing procedure.
- C. Find the Derived Price record where Product = Warranty and set the Derived Pricing Scope to Transactional.

Answer: C

Explanation:
Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and Derived Pricing Documentation):
* "Derived Pricing allows a product's price to be calculated based on another product's price, either within the same quote or across transactions."
* *"The Derived Pricing Scope determines when and how the derived price is evaluated:
* Transactional: The derived price is calculated dynamically when both products are in the same quote or order.
* Global: The derived price references a price from the catalog or price book, not quote-specific."*
* "If the Derived Pricing Scope is not set to Transactional, product interdependencies within the same quote will not evaluate." Step-by-Step Reasoning:
* Scenario: Warranty should price dynamically based on another product in the same transaction.
* Root Cause: The Derived Pricing Scope on the warranty product is likely not set to Transactional.
* Solution: Update the Derived Price record for the warranty product # set Derived Pricing Scope = Transactional.
* Why B is Correct: Ensures the price is recalculated dynamically when the related product exists in the same quote/order.
* Why A & C are Incorrect:
* A: Variables in the pricing procedure define logic but not scope of calculation.
* C: "Is Derived" on price book entries flags derivation capability but not the transaction context for dynamic evaluation.
References :
* Salesforce CPQ Implementation Guide - Derived Pricing Concepts and Scopes
* Salesforce Subscription Management Implementation Guide - Pricing Dependencies and Derived Price Records

NEW QUESTION # 100

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