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Salesforce Revenue Cloud Consultant Accredited Professional exam is a challenging exam that requires a thorough understanding of Revenue Cloud concepts and their practical application. However, passing the exam and earning the certification can open up new career opportunities and increase earning potential for professionals. Salesforce Revenue Cloud Consultant Accredited Professional certification demonstrates to employers that the candidate has the skills and knowledge needed to successfully implement and manage Revenue Cloud solutions within an organization.

# Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q51-Q56):

# **NEW QUESTION #51**

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Business Process Mapping
- B. Quote Document and e-signature
- C. Products and Bundles
- D. Order Management

Answer: A

# **NEW QUESTION #52**

A revenue cloud user story for a subscription-based company looking to replace theirlegacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?

- A. customaction to retrieve purchased quantities from an external source
- B. Legacy orders and invoice should be migrated
- C. use a summary variable targeting the subscription object with a price rule
- D. Contracts, subscriptions and assets should be populated with historical data
- E. Discount schedules withcross orders checked

# Answer: D,E

# Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality1. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels1.

In the context of the user story, the company wants to reward loyal customers by including previously purchased quantities in pricing calculations on the quote. This can be achieved by using discount schedules with cross orders checked2.

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote2. By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts2. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty2.

# References

- \* Salesforce Revenue Cloud
- \* Understanding Salesforce Revenue Cloud

# **NEW QUESTION #53**

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers" what should be included in the design of this solution?. (Choose 2 options)

- A. Legacy Orders and invoices should be migrated
- B. Custom Action to retrieve Purchased quantities from an external source
- C. Discount schedules with Cross Orders checked.
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Contracts, Subscriptions and Assets should be populated with historical data.

# Answer: C,E

### Explanation:

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 Reference:

- 1: Revenue Management Platform & CPQ Solution Salesforce.com US
- 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel Salesforce
- 3: Give Discounts for Long Subscriptions Unit | Salesforce Trailhead
- 4: Discount Schedules Salesforce
- 5: Salesforce Revenue Cloud Trailmix Trailhead

# **NEW OUESTION #54**

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 thequote 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 thelatest CPQ and billing release, this will largely address the performance issues
- B. Architect the revenue cloud solution to follow suit by
- C. baseline current performance recommend to identify and address the technical debt firstbefore designing the revenue cloud solutioncategorize the subpar customizations as 'out of scope' processed with design and build, and address performance issues as the final taskin UAT
- D. extending customization using coding best practices to improve scalability

# Answer: D

# **NEW QUESTION #55**

A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. Whatare the steps to apply this to the correct invoice on Account B?

- A. Allocate the Payment to an invoice on Account B.
- B. Unallocate the Payment if allocated, create a refund and then create a new payment for Account B
- C. Unallocate the payment if allocated and reparent the payment to Account B
- D. Set the payment status to cancelled and create a new payment on Account B.

# Answer: B

# Explanation:

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the appropriate steps to correct this would be to first unallocate the payment if it has been allocated. This means that the payment is no longerlinked to any particular invoice or order1. Once the payment has been unallocated, a refund should be created for the incorrect payment1. After the refund has been processed, a new payment can then be created for the correct account (Account B in this case)1. This ensures that the payment is correctly associated with the right account and invoice1. References Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

# **NEW QUESTION #56**

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