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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 (Q15-Q20):

NEW QUESTION #15

Universal Containers is reporting a platform governor limit issue while saving a quotewith a large number of quote line items. What should the Revenue cloud consultantrecommend to address the issue?

- A. Enable the CPQ package setting for "quote batch size" to a value which is less than thenumber based on the volume testing to avoid platform gov. limits
- B. Enable the CPQ Package setting for "Large Quote Experience"
- C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- D. Enable the CPQ package setting for "Large Quote Threshold" to avalue which is less than the number based on the volume testing to avoid platform gov. limits

Answer: C

Explanation:

The Large Quote Experience is a feature of Salesforce Revenue Cloud that allows businesses to handle quotes with a large number of quote line items more efficiently and avoid platform governor limit issues. The Large Quote Experience optimizes the performance of the Quote Line Editor and the Quote Calculator by using asynchronous processing, caching, and pagination. By enabling the Large Quote Experience, businesses can improve the user experience and reduce the risk of hitting CPU time, heap size, or SOQL query limits when saving or calculating large quotes. The Large Quote Experience can be enabled by setting the CPQ Package setting for "Large Quote Experience" to True. The Large Quote Experience also requires the CPQ Package setting for "Quote Batch Size" to be set to a value between 50 and 200, which determines the number of quote line items processed in each batch. The optimal value for this setting depends on the complexity and configuration of the quote line items Reference: https://rainmakercloud.com/blog/2022/07/12/5-ways-to-overcome-governor-limits-in-salesforce/https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm

NEW QUESTION #16

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

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

Answer: C

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 longer linked 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. Reference Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

NEW QUESTION #17

Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?

- A. Percent of total
- B. Multi Dimensional Quoting
- C. Price Rule with lookup table
- D. Discount Schedule

Answer: B

Explanation:

Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes

based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty.

References:

- * Create a Multidimensional Quote
- * Revenue Management Platform & CPQ Solution
- * Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION #18

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

- A. Large volumes of data take a longer time to load.
- B. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- C. The creation of external objects will bypass the need for legacy data migration
- D. Extracting from multiple sources takes additional resources and time to access and process
- E. The Amendments and Renewals process will be subject to customizations

Answer: A,B,D

Explanation:

Legacy data migration is a critical aspect of a Revenue Cloud implementation and certain considerations can indeed expand the project scope:

A: Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results: Data quality is a key factor in any data migration project. If the legacy data is fragmented or incomplete, additional effort will be required to aggregate and validate the data before it can be migrated to the new system!

B: Extracting from multiple sources takes additional resources and time to access and process: If the legacy data resides in multiple sources, it can increase the complexity of the data extraction process. This can require additional resources and time, thus expanding the project scope1.

E: Large volumes of data take a longer time to load: The volume of data to be migrated can significantly impact the time required for the data load process. Large volumes of data can take a longer time to load, which can extend the project timeline2.

C: The creation of external objects will bypass the need for legacy data migration: While creating external objects can help integrate external data sources with Salesforce, it doesn't necessarily bypass the need for data migration. The data still needs to be accessible and in a format that Salesforce can understand3.

D: The Amendments and Renewals process will be subject to customizations: While amendments and renewals are important aspects of the CPQ process, they are not directly related to the data migration process3.

References: Salesforce Data Migration Best Practices1, Salesforce Data Migration Challenges3, Considerations for Legacy Data Migration4, Tips for Successful Data Migration2.

NEW QUESTION #19

One of the automations implemented was to set every new quotecreated as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

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

Answer: D

Explanation:

Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash1. This includes the creation of quotes2. However, for a user to create a quote, they must have the proper access to the quote object3. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote3. Therefore, the issue that users are reporting could be caused by the lack ofproper access to the quote object. References Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION #20

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