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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a highly regarded certification within the Salesforce community. It is recognized as a mark of expertise in revenue management within the Salesforce platform, and is highly valued by employers. Salesforce Revenue Cloud Consultant Accredited Professional certification also provides access to a community of certified professionals, who can share knowledge and best practices.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q23-Q28):

NEW QUESTION # 23

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- **A. internal initialization on Initialization calculate formulas Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate**
- B. internal initialization calculate formulas calculate quantities Price Waterfall Calculation on Initialization Before Calculate On Calculate After Calculate
- C. internal initialization on Initialization Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate calculate formulas
- D. internal initialization calculate formulas calculate quantities on Initialization Before Calculate On Calculate Price Waterfall Calculation After Calculate

Answer: A

Explanation:

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

- * Internal Initialization: This is the first step where the system prepares for the calculation process.
- * On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.
- * Calculate Formulas: The system evaluates formula fields.
- * Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.
- * Calculate Quantities: The system calculates quantities, for example, bundle components.
- * On Calculate: Any price rules that are set to trigger 'On Calculate' are run.
- * Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.
- * After Calculate: Any price rules that are set to trigger 'After Calculate' are run.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information.

References:

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

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION # 24

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. Allocate the payment to an invoice on account B
- **B. Allocate the payment if allocated, create a refund and then create a new payment for account B**
- C. Set the payment status to canceled and create a new payment on account B
- D. Allocate the payment if allocated and re-parent the payment to account B

Answer: B

Explanation:

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:

Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.

Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.

Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B).

It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.

References:

Use Payments to Correct Errors on Posted Refunds - Salesforce

Make a Payment on an Invoice - Salesforce

Payments and Credits - Salesforce

NEW QUESTION # 25

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing cycle in a sandboxed environment.

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 quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Object.
- B. The User did not have the proper access to the Opportunity Product object.
- C. The User did not execute post-installation scripts upon their first login to CPQ.
- D. The User did not have the proper access to the Quote Line object.

Answer: A

Explanation:

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field. Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there. References:

https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1

<https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1> In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucial for the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

NEW QUESTION # 26

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

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

Answer: B,D,E

NEW QUESTION # 27

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Project Manager
- B. Solution Architect
- C. Customer Success Manager
- D. Technical Architect
- E. Developer

Answer: A

Explanation:

A project manager is the role that is primarily responsible for project success, especially when an escalation on a Revenue Cloud project happens. A project manager oversees the end-to-end delivery of a Salesforce project, ensuring that the project is delivered within scope, budget, and timeline. A project manager also coordinates the communication and collaboration among the project team, the customer, and other stakeholders, as well as manages the risks, issues, and changes that may arise during the project lifecycle. A project manager is the first point of contact for any escalation on a Revenue Cloud project, and is expected to resolve the escalation promptly and effectively, by applying the appropriate escalation management process and involving the relevant

parties. A project manager also monitors and reports on the project progress, quality, and satisfaction, and ensures that the project meets the customer's expectations and business objectives. 1234 References:

- * 1: Your Guide to Salesforce Roles & Responsibilities
- * 2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel
- * 3: Marketing Cloud Consultant Job Description
- * 4: What Is Salesforce Revenue Cloud?

NEW QUESTION # 28

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Under the hatchet of fast-paced development, we must always be cognizant of social long term goals and the direction of the development of science and technology. Adapt to the network society, otherwise, we will take the risk of being obsoleted. Our Salesforce Revenue Cloud Consultant Accredited Professional qualification test help improve your technical skills and more importantly, helping you build up confidence to fight for a bright future in tough working environment. Our professional experts devote plenty of time and energy to developing the Revenue-Cloud-Consultant-Accredited-Professional Study Tool. You can trust us and let us be your honest cooperater in your future development. Here are several advantages about our Salesforce Revenue Cloud Consultant Accredited Professional exam for your reference. We sincere suggest you to spare some time to have a glance over the following items.

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