

# Revenue-Cloud-Consultant-Accredited-Professional Pdf Exam Dump & Valid Revenue-Cloud-Consultant-Accredited-Professional Exam Answers



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Salesforce Revenue Cloud Consultant Accredited Professional certification is an excellent way for professionals to demonstrate their expertise in revenue management and optimization. Salesforce Revenue Cloud Consultant Accredited Professional certification is recognized globally and is highly valued by employers who are looking for skilled professionals who can help them maximize their revenue potential. Salesforce Revenue Cloud Consultant Accredited Professional certification also provides professionals with the opportunity to network with other certified professionals and stay up to date with the latest trends and best practices in the industry.

Salesforce Revenue Cloud Consultant Accredited Professional certification is beneficial for professionals who work in revenue management, finance, accounting, and consulting. It demonstrates to employers and clients that the individual has the knowledge and skills to implement Revenue Cloud solutions that can help their organization streamline their revenue management processes and improve their overall financial performance.

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.

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### Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q60-Q65):

#### NEW QUESTION # 60

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Understanding design pitfalls and Mitigation actions to course correct
- B. Excellent Communication Skills both verbal and written
- C. Being effective at planning, monitoring and reviewing
- D. Having deep knowledge of competitor Products
- E. Experience in a selling role with quota responsibilities

**Answer: A,B,C**

Explanation:

Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively. Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track. It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success. Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during the implementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems. While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

#### NEW QUESTION # 61

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Order Products with Next Charge Date equal to or earlier January 15
- B. Usage Summaries with Next Billing Date equal to or earlier than January 15
- C. Order Products with Next Billing Date equal to or after January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

**Answer: B**

#### NEW QUESTION # 62

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 the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant

recommend to the customer?

- **A. extending customization using coding best practices to improve scalability**
- B. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- C. Architect the revenue cloud solution to follow suit by
- D. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope', processed with design and build, and address performance issues as the final task in UAT

**Answer: A**

#### NEW QUESTION # 63

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?

Revenue Cloud SP23

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Quote 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 Opportunity Product object.

**Answer: C**

#### NEW QUESTION # 64

Which three options might cause incorrect future invoicing for an amended order product?

- A. Having a subscription on the Contract be linked to an unallocated Payment
- **B. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines**
- **C. Not contracting the Amendment Order**
- D. Contracting from the Amended Opportunity
- **E. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft**

**Answer: B,C,E**

Explanation:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A: Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing<sup>1</sup>.

B: Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines:

If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order<sup>2</sup>.

C: Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft:

If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order<sup>2</sup>.

References: Salesforce Revenue Cloud documents<sup>12</sup>

#### NEW QUESTION # 65

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most significant concern for Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam candidates is the cost. Salesforce Revenue-Cloud-Consultant-Accredited-Professional certification exam requires expensive materials, classes, and even flights to reach the exam centers.

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