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>> Revenue-Cloud-Consultant-Accredited-Professional Reliable Test Review <<

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q59-Q64):

NEW QUESTION # 59

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is Accounted for in Scoping?

- A. Make it optional Scope with possible change order during the project
- **B. Ask follow up questions to ensure legacy process has business justification**
- C. scope additional project hours for customization
- D. scope in developer resource for customization

Answer: B

Explanation:

When a customer indicates the need for customization to Salesforce CPQ due to a process in a legacy system, the first step in ensuring the requirement is accounted for in scoping is to ask follow-up questions to ensure the legacy process has a business justification. This is important because it helps to understand the business needs and requirements better, and ensures that the customization will add value to the business. It's crucial to understand the 'why' behind the need for customization before proceeding with it. This approach helps in avoiding unnecessary customizations and ensures that the solution aligns with the business objectives. Reference: Salesforce Introduces Revenue Cloud, Starting with CPQ: 8 Most Common Reasons for Customization

NEW QUESTION # 60

What does RASIC stand for?

- A. Responsible, Actionable, Supporting, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Communicate
- **C. Responsible, Accountable, Supporting, Informed, Consulted**
- D. React, Action, Support, Informed, Consulted

Answer: C

Explanation:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

* R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

* A (Accountable): This is the person, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

* S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

* I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

* C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews.

References

* Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

NEW QUESTION # 61

Universal containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Amendment of legacy contract and subscription data requires asset-based renewal method
- B. Legacy subscription data are missing a lookup to a source quote line record
- **C. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- D. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ

Answer: C

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

References

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION # 62

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

Answer: B,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 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?

- **A. The User did not have the proper access to the Quote 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 Quote Line object.
- D. The User did not have the proper access to the Opportunity Product 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. Reference:

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 # 64

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