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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 is a cloud-based platform that helps businesses manage their revenue streams, optimize pricing, and streamline their sales processes. It is a comprehensive solution that enables businesses to manage all aspects of their sales cycle, from lead generation to payment collection. The Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the knowledge and skills of professionals who work with this platform.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q25-Q30):

NEW QUESTION # 25

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- B. A sample proposal the client provides to their customers
- C. Brochures that provide detail to the products and services the client offers
- D. The client's income statements and balance sheet
- E. The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce/CPQ/patch-notes)

Answer: A,B,C

Explanation:

A Revenue Cloud consultant needs to understand the client's business, their products or services, and their sales process before they can effectively scope a Revenue Cloud project.

A: A sample proposal the client provides to their customers: This document can give the consultant insights into the client's current sales process, pricing strategies, and customer interactions¹.

B: Brochures that provide detail to the products and services the client offers: These materials can help the consultant understand the client's product offerings, their unique selling points, and how they position themselves in the market¹.

D: An approval matrix documentation that describes the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal approval processes, which is crucial for configuring the approval workflows in Revenue Cloud².

C: The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce/CPQ/patch-notes): While these notes are important for staying updated on the latest features and bug fixes in Salesforce CPQ, they may not directly help the consultant understand the client's specific project requirements³.

E: The client's income statements and balance sheet: While these financial documents can provide valuable insights into the client's financial health and performance, they may not directly contribute to understanding the client's Revenue Cloud project requirements¹.

References: Salesforce Revenue Cloud documents¹, Salesforce Approval Processes², Salesforce CPQ Patch Notes³.

NEW QUESTION # 26

What is the most Scalable way to set the legal entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Quote Calculator Plugin (QCP)
- B. Use a Flow that is triggered when the record is created and run before the record is saved.
- C. Use a Workflow
- D. Use a Custom Setting

Answer: B

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.

A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.

A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming. Reference:

Legal Entities

Automation Guidelines for Orders and Order Products

Flow Builder

NEW QUESTION # 27

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- B. A sample proposal the client provides to their customers
- C. brochures that provided detail to the products and services the client offers
- D. The client's income statements and balance sheet
- E. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce/CPQ) > salesforce CPQ patch notes

Answer: A,B,C

NEW QUESTION # 28

What fields are required on the usage record to load and rate the usage?

- A. start date time, order product ID, unit of measure, quantity, usage summary lookup, account
- B. start date time, end date time, matching attribute, unit of measure, quantity, usage summary lookup
- C. start date time, end date time, matching ID, matching Attribute, Unit of measure, quantity
- D. Account, order, order product, usage summary start date time, end date time, quantity

Answer: C

NEW QUESTION # 29

What 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. External API calls within the pricing sequence
- B. multiple automation types (trigger/workflows, flows) on a single object
- C. routine generation of invoices having 200 invoice lines
- D. extensive use of quote line custom fields
- E. routine generation of quote having 200 quote lines

Answer: A,B,D

Explanation:

The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:

A) Multiple automation types (trigger/workflows, flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation.

B) External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation.

C) Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation.

Reference:

<https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesforce> Design

examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

NEW QUESTION # 30

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