

Revenue-Cloud-Consultant-Accredited-Professional Vce Download - Revenue-Cloud-Consultant-Accredited-Professional Test Pattern



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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-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	Revenue Cloud Implementation Management: This topic equips Salesforce consultants to lead CPQ and Billing scoping sessions effectively, capture comprehensive solution designs, and prepare for Revenue Cloud projects. Emphasis is placed on managing activities across build, test, deployment, and support phases. Success in this section reflects proficiency in executing end-to-end implementation strategies.
Topic 2	Revenue Cloud Technical Design: In this topic, Salesforce consultants delve into CPQ and Billing design solutions, evaluating the capabilities of managed packages while assessing implications of legacy data. Consultants will determine when customization is necessary and identify project risks. Mastering this area ensures expertise in architecting robust Revenue Cloud solutions while mitigating implementation challenges.
Topic 3	New Release Capabilities: In this topic, Salesforce consultants explore the impact of new release capabilities on existing designs. The topic gives an understanding of the importance of aligning solutions with current and available functionalities.

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.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q72-Q77):

NEW QUESTION # 72

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Products and Bundles
- B. Order Management
- **C. Business Process Mapping**
- D. Quote Document and e-signature

Answer: C

Explanation:

In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.

References

- * Get Started with Salesforce CPQ Unit | Salesforce Trailhead
- * CPQ Scoping Questionnaire? : r/salesforce - Reddit
- * How To: Salesforce CPQ: Build a Bundle

NEW QUESTION # 73

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use an Apex Trigger on the Quote Line
- B. Set Pricing Method to Custom
- C. Use a Record Change Flow to trigger on the Quote Line.
- **D. A Quote Calculator plugin(QCP)**

Answer: D

Explanation:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)¹. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines¹. It provides a way to customize the calculation sequence that happens when a quote is calculated¹. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules¹. Reference Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

NEW QUESTION # 74

A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

- A. Entitlements
- B. Order Products
- C. Subscription
- D. Contracted Pricing

Answer: A,D

Explanation:

For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

* B. Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

* D. Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

NEW QUESTION # 75

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

- A. 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.
- 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 based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits

Answer: A

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://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm

NEW QUESTION # 76

A Revenue Cloud User story states "Sales Users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, contracts, Quotes what other object will need to absorb legacy data?

- A. Order Products
- B. Entitlements
- C. Subscription
- D. Contracted Pricing

Answer: D

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