

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Reliable Exam Papers & Exam Revenue-Cloud-Consultant-Accredited-Professional Preparation



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Salesforce Revenue-Cloud-Consultant-Accredited-Professional (Salesforce Revenue Cloud Consultant Accredited Professional) Certification Exam is a valuable certification for those who want to become experts in revenue management and optimization within the Salesforce platform. Revenue-Cloud-Consultant-Accredited-Professional exam is designed for professionals who have experience in sales and revenue management, and have a deep understanding of the Salesforce Revenue Cloud. Salesforce Revenue Cloud Consultant Accredited Professional certification exam is a comprehensive test that covers all aspects of revenue management within the Salesforce platform.

Salesforce Revenue-Cloud-Consultant-Accredited-Professional Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • 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.
Topic 2	<ul style="list-style-type: none"> • 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 3	<ul style="list-style-type: none"> • 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.

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Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q76-Q81):

NEW QUESTION # 76

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

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

Answer: B,C,E

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 # 77

What does RASIC stand for?

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

Answer: B

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.

Reference

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

NEW QUESTION # 78

An order has 5 order products that bill monthly. One of the order products requires 2 months of charges to appear on the next invoice without modifying invoicing for the other order products. What field will need to be used to accomplish this task?(Q2,3R)

- A. Hold Billing
- B. Bill Now
- C. Target Date
- **D. Bill Through Date Override**
- E. Override Next Billing Date

Answer: D

Explanation:

To ensure that one of the order products has 2 months of charges appear on the next invoice without affecting the invoicing of other products, the Bill Through Date Override field should be used. This field allows for the specification of a custom billing end date for a particular order product, enabling charges for multiple periods to be billed in one invoice while not altering the billing schedule of other products. This capability is crucial for flexible billing arrangements where specific billing requirements need to be met without globally changing the billing processes.

This approach is aligned with Salesforce Billing best practices, providing flexibility in handling individual order product billing needs while maintaining the integrity of the overall billing process.

NEW QUESTION # 79

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. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- B. 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
- C. Architect the revenue cloud solution to follow suit by
- **D. extending customization using coding best practices to improve scalability**

Answer: D

Explanation:

Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION # 80

Universal Containers sell boxes based on size, Price for a specific product is based on the selection of length and width and height, which cpq pricing functionality should be used here?

- A. Price Rule with lookup table
- B. Discount Schedule
- C. Percent of total
- D. Multi Dimensional Quoting

Answer: A

NEW QUESTION # 81

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