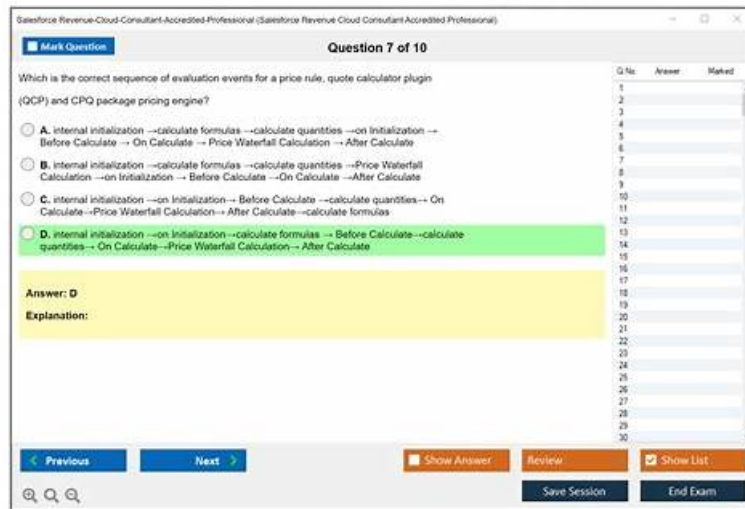# Test Salesforce Revenue-Cloud-Consultant-Accredited-Professional Topics Pdf & Revenue-Cloud-Consultant-Accredited-Professional Current Exam Content

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The Salesforce Revenue-Cloud-Consultant-Accredited-Professional exam is divided into various sections that focus on different aspects of Revenue Cloud. Some of the key areas covered in the exam include revenue recognition, pricing and discounting, products and product families, order management, and forecasting. Revenue-Cloud-Consultant-Accredited-Professional Exam is designed to test the candidate's knowledge of these areas and their ability to apply them in real-world scenarios.

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Salesforce Revenue Cloud Consultant Accredited Professional Exam is a valuable certification for professionals who have experience working with Salesforce Revenue Cloud. It demonstrates their expertise in implementing Revenue Cloud solutions and advising clients on revenue management best practices. Salesforce Revenue Cloud Consultant Accredited Professional certification can open up new career opportunities and enhance an individual's credibility in the field of revenue management.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q57-Q62):

NEW QUESTION # 57

A Revenue Cloud customer has posted an invoice andnow wants to add on more itemsfrom another order associated to that account. Without using invoice batches, howcan thisbe accomplished?

- A. Use bill now on the new Order and consolidate the invoices.
- B. use bill now on the new order and reparent the new invoice lines to the existing invoice
- C. Credit the invoice, add the new order and run an invoice scheduler to pick all theorders up.
- D. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pickall the order up.

Answer: D

Explanation:
When a Revenue Cloud customer needs to add more items fromanother order to a posted invoice without using invoice batches, the recommended approach is to "Cancel and Rebill" the invoice. This process involves rolling the invoice back to its state before the most recent billing cycle, allowing corrections or additions to be made to the invoice record. This action is applicable to both draft and posted invoices and is designed to address errors or changes needed on the invoice, such as adding new order items. This method ensures that all necessary adjustments are made while maintaining the integrity of the invoice's audit trail and data.

NEW QUESTION # 58
A Revenue Cloud Consultant Surveys a customer'sSales Cloud implementation anddiscovers Multiple triggers, Workflow and flow Processes applied to the Opportunityobject. what is the most appropriate recommendation tothe customer before designing aRevenue Cloud Solution?

- A. Recommend continued use of multiple automation types where Revenue Cloudcapabilities cannot address the business requirements
- B. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to anappropriate value in order to prevent future performance issues.
- C. Recommend using a single automation type for best Performance.
- D. Recommend the current automations are appropriate, optimize further if necessary.

Answer: C

Explanation:
When encountering a Salesforce Sales Cloud implementation with multiple triggers, workflow, and flow processes applied to the Opportunity object, it is advisable to recommend consolidating these automations into a single type. This approach is recommended to optimize performance and maintainability, reducing complexity and potential conflicts between different automation types. Consolidating automations into one trigger, process builder, or flow ensures a more streamlined and efficient execution of business logic, contributing to better system performance and easier troubleshooting and maintenance.

NEW QUESTION # 59
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?

- A. Having Deep Knowledge of competitor products
- B. Experience in A Selling RoleWith Quota Responsibilities
- C. Excellent Communication Skills both verbal and written
- D. Being Effective at planning monitoring and reviewing
- E. Understanding Design pitfalls and Migration actions tocourse correct

Answer: C,D,E

NEW QUESTION # 60
Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

- A. Human Resources
- B. Customer Service
- C. Information Technology
- D. Sales Operations
- E. Accounting and Finance

Answer: C,D,E

Explanation:
Scoping a Revenue Cloud project involves understanding the business needs, defining the project goals, and planning the implementation strategy12. The teams that should be involved in this process are those that have a direct stake in the project's outcome and can provide valuable input into the project's requirements12. These teams typically include:
* Accounting and Finance: This team can provide insights into the financial processes that the Revenue Cloud project will support, such as billing, revenue recognition, and financial reporting12.
* Sales Operations: This team can provide insights into the sales processes that the Revenue Cloud project will support, such as quote-to-cash, contract management, and sales forecasting12.
* Information Technology: This team can provide technical expertise and support for the implementation of the Revenue Cloud project, including system integration, data migration, and IT infrastructure12. References: 12

NEW QUESTION # 61
A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?

- A. Set the payment status to cancelled and create a new payment on Account B.
- B. Allocate the Payment to an invoice on Account B.
- C. Unallocate the payment if allocated and reparent the payment to Account B
- D. Unallocate the Payment if allocated,create a refund and then create a new payment forAccount B

Answer: D

Explanation:
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the appropriate steps to correct this would be to first unallocate the payment if it has been allocated. This means that the payment is no longer linked to any particular invoice or order1. Once the payment has been unallocated, a refund should be created for the incorrect payment1. After the refund has been processed, a new payment can then be created for the correct account (Account B in this case)1. This ensures that the payment is correctly associated with the right account and invoice1. References
* Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

NEW QUESTION # 62
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