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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.

To be eligible to take the Salesforce Revenue Cloud Consultant Accredited Professional certification exam, you should have experience in implementing and consulting on Salesforce Revenue Cloud solutions for at least six months. You should also possess knowledge of revenue recognition principles and industry standards, pricing and product management, and order management processes. Additionally, you should have experience in designing and implementing solutions that meet the unique needs of different industries and business models.

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Earning the Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification is a great way for professionals to demonstrate their expertise in managing revenue processes using Salesforce. It can help them stand out in a competitive job market and increase their earning potential. Additionally, it can help businesses identify individuals who have the skills and knowledge needed to manage their revenue streams effectively.

Salesforce Revenue Cloud Consultant Accredited Professional Sample Questions (Q58-Q63):

NEW QUESTION # 58

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Usage Summaries with Next Billing Date equal to or earlier than January 15
- B. Order Products with Next Charge Date equal to or earlier January 15
- **C. Order Products with Next Billing Date equal to or earlier than January 15**
- D. Order Products with Next Billing Date equal to or after January 15

Answer: C

Explanation:

In Salesforce Revenue Cloud, an Invoice Scheduler is used to automate the generation of invoices for billable order products. The Invoice Scheduler uses an Invoice Run to evaluate when and if an Order Product gets invoiced¹.

When the Invoice Scheduler is set up with a Target Date (e.g., January 15) and Bill Usage Charges is set to False, it will generate invoice lines for Order Products with a Next Billing Date that is equal to or earlier than the Target Date¹. This is because the Invoice Run is looking for eligible Order Products that match its criteria, which in this case would be Order Products with a Next Billing Date on or before the Target Date¹.

It's important to note that the Invoice Scheduler kicks off Invoice Runs when it hits the start time that you specify. For example, if you have a monthly Invoice Scheduler that runs on the 15th of every month, it will generate invoices for all Order Products with a Next Billing Date of January 15 or earlier¹.

Reference:

Use Invoice Scheduler to Generate Invoices - Salesforce

Using Invoice Schedulers to Automate Invoice Creation - Salesforce

NEW QUESTION # 59

Which three data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into Salesforce CPQ?

- A. Adopt a change management strategy that requires sales users recreate in-flight quotes within Salesforce CPQ
- **B. Migrate Opportunity, Quote, and Quote Line data via Data Loader**
- **C. Utilize the Import Lines feature to migrate Quote and Quote Line data**
- D. Migrate Contract and Subscription data via Data Loader
- **E. Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure "Disable Initial Quote Sync" is disabled**

Answer: B,C,E

NEW QUESTION # 60

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 Opportunity Product object.
- **B. The User did not have the proper access to the Quote Object.**
- C. The User did not have the proper access to the Quote Line object.
- D. The User did not execute post-installation scripts upon their first login to CPQ.

Answer: B

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 # 61

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

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

References:

* Legal Entities

* Automation Guidelines for Orders and Order Products

* Flow Builder

NEW QUESTION # 62

Sales reps at UC were facing governor limits while configuring certain large bundles, the admin at UC has set the 'enable large configurations' package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles. What should the admin do to resolve this issue?

- A. All bundles that have more than 20 products should be split into smaller bundles
- **B. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field**
- C. Enable large configurations setting should not be used in such a case

- D. Recommend CPQ and billing design solutions within proper capabilities

Answer: B

Explanation:

Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized. Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune your implementation.

Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary.

Avoid using it indiscriminately across all bundles.

References:

Salesforce Enable Large Configurations Documentation

Salesforce Trailhead: Understand Scalability

Salesforce Revenue Cloud Overview

NEW QUESTION # 63

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