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Salesforce Revenue-Cloud-Consultant-Accredited-Professional Certification Exam is a valuable certification for professionals who want to become experts in revenue management within the Salesforce platform. It is a comprehensive exam that covers all aspects of revenue management, and requires extensive knowledge and experience in this area. Salesforce Revenue Cloud Consultant Accredited Professional certification is highly regarded within the Salesforce community and is recognized as a mark of expertise in revenue management.

Salesforce Revenue Cloud Consultant Accredited Professional exam is a challenging exam that requires a thorough understanding of Revenue Cloud concepts and their practical application. However, passing the exam and earning the certification can open up new career opportunities and increase earning potential for professionals. Salesforce Revenue Cloud Consultant Accredited Professional certification demonstrates to employers that the candidate has the skills and knowledge needed to successfully implement and manage Revenue Cloud solutions within an organization.

QUESTION 36

A Salesforce CPQ implementation suffers from poor performance.The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements.what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?(Choose 2 options)
* Create a support case and request to increase the processing limits so that price rulesperform better.
* Implement lookup price rules where applicable
* Implement Quote Calculator Plugin where Possible to replace price rules.
* Implement triggers and Apex that behave like price rules.
* Replace recursive price rule logic with nested bundles.

A Salesforce CPQ implementation can suffer from poor performance due to a large number of active price rules supporting complex pricing requirements. To improve performance in this area, a Revenue Cloud Consultant can consider the following tactics:

Implement lookup price rules where applicable (Option B): Lookup price rules in Salesforce CPQ allow for the mapping of data points on a quote line to data in a custom object, finding a matching record with the same values, and retrieving an associated field value from the matched record1. This can help reduce the number of price rules needed, thereby improving performance1.

Implement Quote Calculator Plugin where possible to replace price rules (Option C): The Quote Calculator Plugin in Salesforce CPQ allows for the addition of extra functionality to the quote line editor with custom JavaScript code2. This can change how calculations are performed and manage page-level security such as field visibility2. By replacing some price rules with functionalities in the Quote Calculator Plugin, the number of price rules can be reduced, leading to improved performance2.

Reference:

Salesforce CPQ Lookup Price Rules

Salesforce CPQ Quote Calculator Plugin

QUESTION 37

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

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. Reference Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

QUESTION 38

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?
* Solution Architect
* Project Manager
* Technical Architect
* Customer Success Manager
* Developer

In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager1. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion2. This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget2.

When an escalation happens, the Project Manager is typically the one who steps in to resolve the issue. They work closely with all stakeholders, including the Solution Architect, Technical Architect, Customer Success Manager, and Developer, to ensure that the project stays on track and meets its objectives1.

References:

* What Does a Salesforce Project Manager Do? – Salesforce Ben

* Learn About the Salesforce Admin Role – Trailhead

QUESTION 39

What are three key characteristics of an implementation partner leading arevenuecloud scoping session?
* Excellent Communication Skills both verbal and written
* Being effective at planning,monitoring and reviewing
* Having deep knowledge of competitor Products
* Experience in a selling role with quota responsibilities
* Understanding design pitfalls and Mitigation actions to course correct

* Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress

effectively.

* Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track. It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project’s success.

* Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during the implementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.

While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

QUESTION 40

Sales reps at UC were facing governor limits while configuring certain large bundles, theadmin at UC has set the ‘enable large configurations package settings to TRUE now theusers are experiencing longer loading times between saving a bundle configuration andreturning to the quote line editor,even for smaller bundles.what should the admin do toresolve this issue?
* Enable Large configuration on the bundle parents where needed by selecting the product’s enable large configuration field
* Recommend CPQ and billing design solutions within proper capabilities
* All bundles thathave more than 20 product should be split into smaller bundles
* Enable large configurations setting should not be used in such a case

QUESTION 41

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?
* Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
* Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
* Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
* Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenue models1. The ‘Renewal Forecasted’ field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the ‘Renewal Quoted’ field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included21. Reference Revenue Cycle Management Software by Revenue Cloud – Salesforce Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel – Salesforce Sales Manage Contracts and Renewals Unit | Salesforce Trailhead A Guide to Recurring Revenue Enablement with Salesforce

QUESTION 42

What Planning Strategies Should be taken to Make User AcceptanceTesting(UAT) efficient?(Choose 3 options)
* Execute all tests on behalf of the customer
* Define and agree on acceptance criteria with customer
* Issue change orders for all incidents that arise during testing
* Train UAT testers on the new functionality
* Finalize test plans before the build Phase completes

QUESTION 43

Sales reps at UC were facing governor limits while configuring certain large bundles, theadmin at UC has set the ‘enable large configurations package settings to TRUE now theusers are experiencing longer loading times between saving a bundle configuration andreturning to the quote line editor,even for smaller bundles.what should the admin do toresolve this issue?
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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.

Reference:

Salesforce Enable Large Configurations Documentation

Salesforce Trailhead: Understand Scalability

Salesforce Revenue Cloud Overview

QUESTION 44

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

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.

QUESTION 45

What are three risks when using too many cross object formula fields in aRevenue Cloud Project?
* Formula field data is not always availableduring CPQ quote calculation

* Formula fields have unlimited access to object manyrelationships away which makesit vulnerable to data changes.
* They are computationally Expensive.
* They can easily exceed limits if not carefully designed and tested
* Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value

QUESTION 46

What fields are required on the usage record to load and rate the usage?
* start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
* start date time,order product ID,unit of measure,quantity,usage summary lookup,account
* Account,order,order product,usage summary start date time,end date time,quantity
* start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity

QUESTION 47

Which three are key steps when documenting user stories?
* Know which business process the requirement supports to categorize the user story
* Identity the actor or personas in this user story
* Design the solution while the business process is being defined
* Document user acceptance test scripts for the user story.
* Identify the acceptance criteria or result for satisfying the user story.

User stories are short, simple descriptions of a feature or functionality from the perspective of the end user or customer. User stories are used to capture the requirements and value proposition of a product or service in an agile framework. User stories should follow some best practices to ensure clarity, consistency, and alignment with the business goals and user needs. 12 Some of the key steps when documenting user stories are:

Know which business process the requirement supports to categorize the user story. This helps to prioritize and organize the user stories based on the business value and impact they deliver. It also helps to avoid duplication and inconsistency among user stories. 3 Identify the actor or personas in this user story. This helps to define the user role, needs, goals, and motivations that drive the user story. It also helps to create empathy and understanding for the user and their context. 4 Identify the acceptance criteria or result for satisfying the user story. This helps to specify the expected outcome, behavior, or functionality that the user story should deliver. It also helps to define the scope, quality, and testability of the user story. 5 Designing the solution while the business process is being defined is not a key step when documenting user stories. This can lead to premature or biased decisions that may not address the real user problem or value proposition. User stories should focus on the what and why, not the how. The solution design should be done after the user stories are validated and prioritized, and in collaboration with the development team and other stakeholders. 6 Documenting user acceptance test scripts for the user story is not a key step when documenting user stories. This can be done later, after the user stories are refined and detailed, and before the development and testing phases. User acceptance test scripts are used to verify that the user story meets the acceptance criteria and the user expectations. [7] Reference:

1: User Stories | Examples and Template | Atlassian

2: How to Write Perfect User Stories (With Templates): A Step-By-Step Guide | airfocus

3: 10 Tips for Writing Good User Stories – Roman Pichler

4: The Anatomy of a User Story | Scrum Alliance | Includes Template

5: Best Practices to Succeed with User Stories – DZone

6: UX documentation: Guide, best practices, template

QUESTION 48

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?
* Use a Record Change Flow to trigger on the Quote Line.
* A Quote Calculator plugin(QCP)
* Set Pricing Method to Custom
* Use an Apex Trigger on the Quote Line
When price rules are insufficient to address additional calculation steps needed to accurately set the quote line list price for a project, the next functionality to consider is the Quote Calculator Plugin (QCP). The QCP offers a more flexible and powerful way to perform complex calculations and manipulations on quote lines beyond what’s achievable with standard price rules. By using a QCP, developers can write custom logic that interacts directly with the quote calculation engine of Salesforce CPQ, providing a tailored solution to meet specific pricing requirements.

QUESTION 49

Universal Containers sell a product bundle named “Corporate IT Solutions”. One of the product options inside this bundle is named Hardware Firewall Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement.

What should the evaluation event of the product rule be set to?
Load universal containers has recently implemented and released CPQ to users in their production environment,after an extensive testing cycle in a sandboxed environment .

QUESTION 50

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?
* Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
* Transform the customer’s business processes, capture new requirements for the new Revenue cloud, technology
* Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
* Customize Revenue Cloud’s user interface so the customer experiences no major interruption to the new system

QUESTION 51

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.Annual revenue is currentlycaptured in the field ARR c on the SBQQ QuoteLine__c Object.Which is the most efficient solution?
* Create ARR c on the opportunity Line item object,and create a price rule to copy thevalue from ARR c on SBQQ QuoteLine___c on opportunity Product.
* Create ARR c on the opportunity Line item object,andcreate a flow to copy the valuefrom ARR c on SBQQ QuoteLine C.
* Create ARR__c on the opportunity Line item object,Matchingthe field configuration of ARRc on SBQQ QuoteLine C.
* Create a cross object formula field on the opportunity line item to reference ARR c dataSBQQ QuoteLine C.
The Salesforce CPQ (Configure, Price, Quote) system allows for the creation of custom fields on the Opportunity Line Item object, such as ARR c, to capture recurring revenue. This can be used in conjunction with a price rule to copy the value from the corresponding field (ARR c) on the SBQQ QuoteLine__c object.

This solution is efficient as it leverages the existing structure and functionality of Salesforce CPQ, allowing for the seamless integration of recurring revenue data into existing pipeline reports. References:

* Salesforce Revenue Cloud documents and learning resources

* Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel

* Get Started with Revenue Intelligence

* Introduction to Revenue Intelligence for Sales Cloud

* Getting Started: Revenue Cloud: Salesforce Billing

* CPQ Object Relationships – Salesforce

* Object Reference for the Salesforce Platform

* Salesforce CPQ Clone with Related Button to clone Quotes to a new …

* Troubleshoot Salesforce CPQ Opportunity and Quote sync issues

* Bundle configuration errors ‘does not belong to SObject Type’ or …

* Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1 …

QUESTION 52

Which topic of discussion comes first in a salesforce CPQ Scoping Session?
* Business Process Mapping
* Quote Document and e-signature
* Order Management
* Products and Bundles

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 Questionaire? : r/salesforce – Reddit

* How To: Salesforce CPQ: Build a Bundle

QUESTION 53

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?
* Credit the invoice, add the new order and run an invoice scheduler to pick all theorders up.

* use bill now on the new order and reparent the new invoice lines to the existing invoice
* Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pickall the order up.
* Use bill now on the new Order and consolidate the invoices.

When a Revenue Cloud customer needs to add more items from another 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.

QUESTION 54

What are three reasons why you would need an AppExchange Solution tosupportgenerating a Document in support of a Revenue Cloud Project?

* Contract Redlining
* Watermarks
* Invoice Generation
* Electronic Signature
* Attachments

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

* Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners. 1

* Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage. 2

* Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more

* information and clarity to the contract parties. 3

References:

* 1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

* 2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.

* 3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

QUESTION 55

Our customer is headquartered in the US but has operations in Germany. The Germanoperation has CPQ installed in their own EU instance of salesforce. Which service regionshould be defined for the Europeans instance of CPQ in order to optimize calculationperformance?

* North America
* japan

* Europe
* Australia
* Server region has no performance impact

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