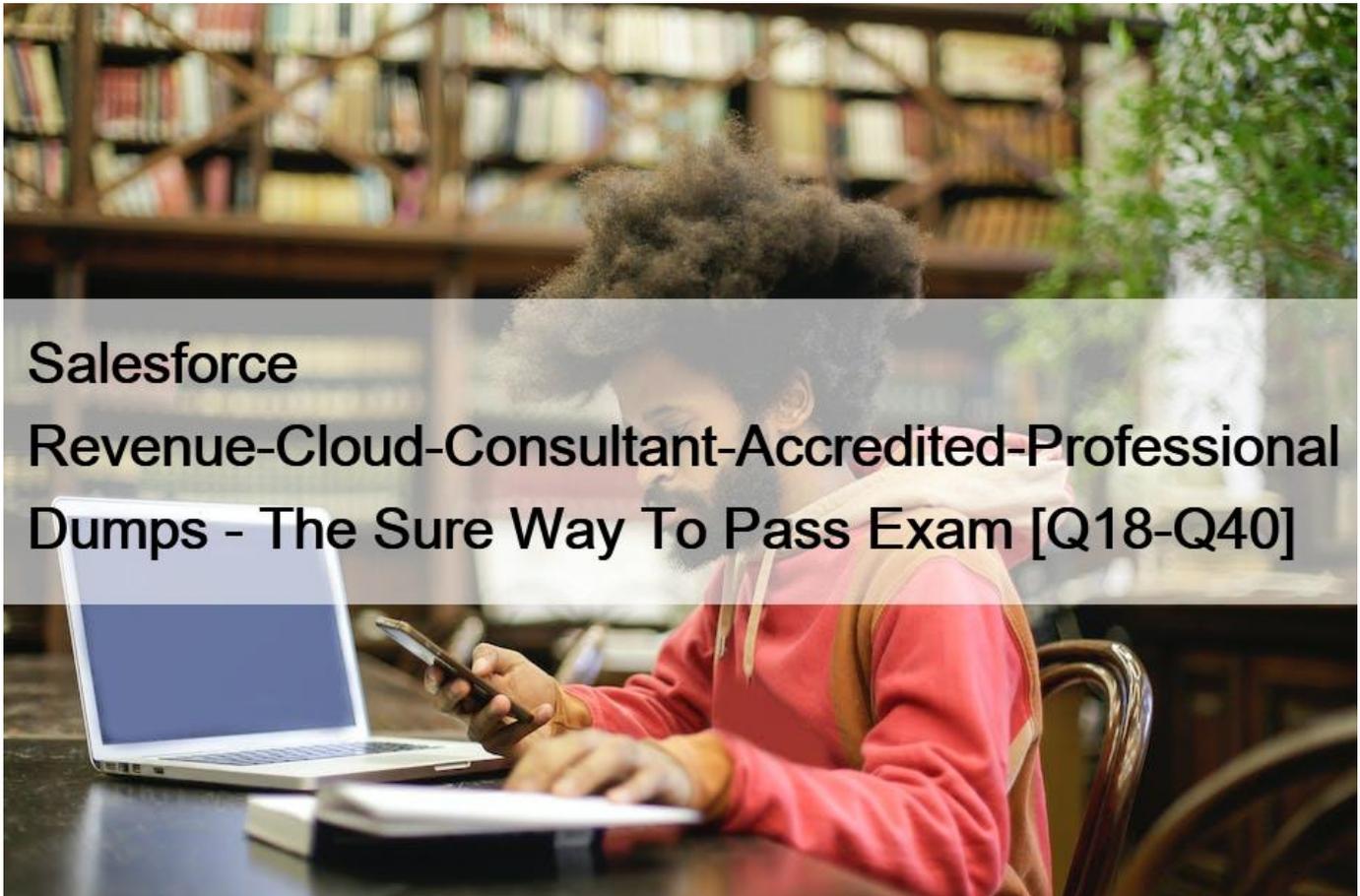


Salesforce Revenue-Cloud-Consultant-Accredited-Professional Dumps - The Sure Way To Pass Exam [Q18-Q40]



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Revenue-Cloud-Consultant-Accredited-Professional Exam Questions (Updated 2023) 100% Real Question Answers

Q18. What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- * Customer Acceptance sign off
- * Complete deployment migration plan
- * A Change Order
- * A Design Document
- * Migration from Sandbox to Production

Q19. A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- * Recommend using a single automation type for best Performance.
- * Recommend to enable the CPQ Package Setting for 'Large Quote Threshold' to an appropriate value in order to prevent future performance issues.
- * Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business

requirements

- * Recommend the current automations are appropriate, optimize further if necessary.

Q20. 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?

- * Revenue Cloud SP23A. The User did not execute post-installation scripts upon their first login to CPQ.
- * The User did not have the proper access to the Opportunity Product object.
- * The User did not have the proper access to the Quote Line object.
- * The User did not have the proper access to the Quote Object.

Q21. 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?

- * 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
- * Enable the CPQ Package setting for 'Large Quote Experience';
- * 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
- * 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.

Q22. Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.

They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility.

Which three areas can they look to consolidate products?

- * Same products with different serial numbers
- * Same product names with different attribute values
- * Same product names with different bulk discount levels
- * Same product names commonly found in the same bundle
- * Same product names with different Term length

Q23. What are three key characteristics of an implementation partner leading a revenue cloud 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

Q24. An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- * Technical Architect
- * Project Manager
- * Customer Success Manager
- * Developer
- * Solution Architect

Q25. 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

Q26. During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- * description of new requirements that will help fix the issue
- * quote number order number or invoice number
- * expected resolution date
- * steps to replace issue
- * Expected results

Q27. 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 in the production environment for the first time. What could have caused this issue?

- * the user did not have the proper access to the opportunity product object
- * the user did not execute post installation scripts upon their first login to CPQ
- * the User did not have the proper access to the quote line object
- * the user did not have the proper access to the quote object

Q28. What does the 'safe harbor' slide at the beginning of every salesforce presentation mean?

- * roadmap capability will be released exactly as they are demonstrated
- * new release capabilities will not have impact to existing implementations
- * anything presented from salesforce must be kept confidential mergers and acquisitions integrations are immediate
- * You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities

Q29. A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry. What is the appropriate solution to address this Requirement?

- * Use Automation to set Tax Treatment Based on the value of the custom field.
- * Use Automation to set Billing Rule Based on the value of the custom field.
- * Use Automation to set Tax Rule Based on the value of the custom field.
- * Use Automation to set Revenue Recognition Rule Based on the value of the custom Field.

Q30. An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- * Order Products with Next Billing Date equal to or earlier than January 15
- * Usage Summaries with Next Billing Date equal to or earlier than January 15
- * Order Products with Next Billing Date equal to or after January 15
- * Order Products with Next Charge Date equal to or earlier January 15

Q31. Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of salesforce. Which service regions should be defined for the European instance of CPQ in order to optimize calculation performance?

- * North America
- * japan

- * Europe
- * Australia
- * Server region has no performance impact

Q32. Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes. Which three considerations should UC Keep in mind when designing their Solution?

- * Identify backup approvers in case the primary approver is out of the office.
- * Print out the approval matrix into cards that the sales reps can carry around.
- * Give sales reps flexibility to apply any discount.
- * Define the discount threshold or limit allowed for the sales reps
- * Document the discount approval levels for each approver.

Q33. 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?

- * Allocate the payment to an invoice on account B
- * Allocate the payment if allocated, create a refund and then create a new payment for account B
- * Allocate the payment if allocated and re-parent the payment to account B
- * Set the payment status to canceled and create a new payment on account B

Q34. What planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- * 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

Q35. What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- * Use a WorkFlow
- * Use a Custom Setting
- * Use a Quote Calculator Plugin(QCP)
- * Use a Flow that is triggered when the record is created and run before the record is saved.

Q36. A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- * Order
- * Assets
- * Quote
- * Subscriptions
- * Order Product.

Q37. An invoice run with a target date of 6/1/20 has completed with no errors. an order product with a next billing date of 6/1/20 did not generate an invoice line. which of the following fields might hold a value that would account for this?

- * Billing type B. Next change date
- * billing account
- * invoice run processing status
- * Billing day of month

Q38. Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- * Information Technology
- * Sales operations
- * Accounting and finance

- * Customer Service
- * Human Resource

Q39. Which corrective action should an admin take after noticing an error on a posted invoice?

- * Cancel and rebill, correct the order, create and post a new invoice.
- * Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- * Delete the invoice record, correct the order, create and Post a new invoice
- * credit the invoice, correct the order, create and post a new invoice

Q40. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

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

Earning the Salesforce Revenue Cloud Consultant Accredited Professional certification can help you stand out in the competitive job market and enhance your career opportunities. It demonstrates your expertise and credibility in implementing and consulting on Salesforce Revenue Cloud solutions. By passing the exam, you can also join a community of certified professionals who share best practices and help each other stay up-to-date with the latest industry trends and technologies.

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