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NEW QUESTION: 1

Some of the users at universal containers have faced long processing times during quotedocument generation.What can be done to reduce the processing times for documentgeneration?

- A. increase the number of product of product rules and option constraints
- B. Reducing the number of product rules and option constraints
- C. using compressed image formats for image files included in the quote document
- D. reducing the number of line columns that are included in the quote document
- E. reducing the number of quote line fields displayed in the quote line editor

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 2

What are three risks when using too many cross object formula fields in aRevenue Cloud Project?

- A. Formula field data is not always availableduring CPQ quote calculation
- B. They are computationally Expensive.
- C. Formula fields have unlimited access to object manyrelationships away which makesit vulnerable to data changes.
- D. They can easily exceed limits if not carefully designed and tested
- E. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 3

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?

- A. North America
- B. Server region has no performance impact
- C. Japan
- D. Europe
- E. Australia

Answer: D (LEAVE A REPLY)

NEW QUESTION: 4

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?

- A. description of new requirements that will help fix the issue
- B. steps to replace issue
- C. quote number, order number or invoice number
- D. expected resolution date
- E. Expected results

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 5

Which 3 Customer Teams should be invited to participate in scoping revenue cloud project?

- A. Accounting and finance
- B. Customer Service
- C. Sales operations
- D. Human Resource
- E. Information Technology

Answer: A,C,E (LEAVE A REPLY)

NEW QUESTION: 6

Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- A. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- B. It would be better to use a single price rule with three price actions
- C. The current solution with three separate price rules is the most optimal solution
- D. It would be better to create separate quotes for each of the product families

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 7

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)

- A. Implement triggers and Apex that behave like price rules.
- B. Create a support case and request to increase the processing limits so that price rules perform better.
- C. Implement Quote Calculator Plugin where Possible to replace price rules.
- D. Replace recursive price rule logic with nested bundles.
- E. Implement lookup price rules where applicable

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization calculate formulas calculate quantities on Initialization Before Calculate On Calculate Price Waterfall Calculation After Calculate
- B. internal initialization on Initialization Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate calculate formulas
- C. internal initialization on Initialization calculate formulas Before Calculate calculate quantities On Calculate Price Waterfall Calculation After Calculate
- D. internal initialization calculate formulas calculate quantities Price Waterfall Calculation on Initialization Before Calculate On Calculate After Calculate

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 9

What Planning Strategies Should be taken to Make User Acceptance Testing (UAT) efficient? (Choose 3 options)

- A. Issue change orders for all incidents that arise during testing
- B. Finalize test plans before the build Phase completes
- C. Define and agree on acceptance criteria with customer
- D. Train UAT testers on the new functionality
- E. Execute all tests on behalf of the customer

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 10

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

- A. Complete deployment migration plan
- B. A Change Order
- C. A Design Document
- D. Migration from Sandbox to Production
- E. Customer Acceptance sign off

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- C. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 12

Which threedata migration strategies are appropriate for migrating a customer's in-flightquote 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 Contract and Subscription data via Data Loader
- C. Migrate Opportunity, Quote, and Quote Line data via Data Loader
- D. Utilize the Import Lines feature to migrate Quote and Quote Line data
- E. Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure "Disable Initial Quote Sync" is disabled

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 13

What does the 'safe harbor' slide at the beginning of every salesforce presentationmeans?

- A. roadmap capability will be released exactly as they are demonstrated

B. You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities

C. anything presented from salesforce must be kept confidential mergers and acquisitions integrations are immediate

D. new release capabilities will not have impact to existing implementations

Answer: B (LEAVE A REPLY)

NEW QUESTION: 14

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?

A. Save

B. Load and Edit

C. Always

D. Load.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 15

How does Hold Billing work?

A. It Prevents invoice document generation and stops email notifications from going out to the customer.

B. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created to account for the time when hold billing was set to "yes"

C. It suspends invoicing for that order product until the field is set to "no", Invoices lines will be created only for invoices after hold billing was set to "yes".

D. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".

Answer: (SHOW ANSWER)

NEW QUESTION: 16

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is accounted for in Scoping?

A. Ask follow up questions to ensure legacy process has business justification

B. scope in developer resource for customization

C. Make it optional Scope with possible change order during the project

D. scope additional project hours for customization

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 17

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 18

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Products and Bundles
- B. Quote Document and e-signature
- C. Business Process Mapping
- D. Order Management

Answer: (SHOW ANSWER)

NEW QUESTION: 19

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?

- A. Same product names commonly found in the same bundle
- B. Same product names with different attribute values
- C. Same products with different serial numbers
- D. Same product names with different bulk discount levels
- E. Same product names with different Term length

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 20

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 after January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

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

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

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 22

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

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 23

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Renewals

- B. Customer Asset LifeCycle Management(CALM)
- C. Subscriptions
- D. Orders
- E. Amendments

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 24

What are three fundamental principles when scoping a Revenue CloudProject?

- A. Alignment with customer on cpq and billing Terminology
- B. Add new technology to the existing Process
- C. Lead with Business Requirements and Process
- D. Think Transformation before Customization
- E. Interview Customer first before Knowledge Sharing with the sales team.

Answer: ([SHOW ANSWER](#))

* C. Lead with Business Requirements and Process¹²³: This principle helps you understand the

* specific needs and objectives of the project, as well as the current and desired state of the business processes. It also helps you align the project scope with the business value and outcomes.

* D. Think Transformation before Customization³: This principle helps you leverage the best practices and capabilities of Revenue Cloud, and avoid unnecessary or complex customizations that may increase costs, risks, and maintenance efforts. It also helps you embrace change and innovation, and optimize your revenue operations.

* A. Alignment with customer on CPQ and Billing Terminology³: This principle helps you establish a common language and understanding of the key concepts and features of Revenue Cloud, such as CPQ (Configure-Price-Quote), Billing, Subscription Management, etc. It also helps you avoid

NEW QUESTION: 25

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

- A. Recommend to enable the CPQ Package setting for "Large Quote Threshold "to an appropriate value in order to prevent future performance.
- B. Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.
- C. Recommend using a single automation type for best performance
- D. Recommend the current automations are appropriate, optimize further if necessary.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

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?

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

Answer: D ([LEAVE A REPLY](#))

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