



**Free Questions for Revenue-Cloud-Consultant-Accredited-  
Professional by certsinside**

**Shared by Chen on 12-12-2023**

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# Question 1

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## Question Type: MultipleChoice

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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?

### Options:

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- A- The current solution with three separate price rules is the most optimal solution
- B- It would be better to create separate quotes for each of the product families
- C- 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
- D- It would be better to use a single price rule with three price actions

### Answer:

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D

## Question 2

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**Question Type: MultipleChoice**

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

### Options:

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

### Answer:

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A

## Question 3

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**Question Type: MultipleChoice**

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Which feature is needed to split Order Products into different Invoice runs?

**Options:**

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- A- Invoice Group
- B- Invoice Batch
- C- Order by Group
- D- Order by Quote Line Group

**Answer:**

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D

## Question 4

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**Question Type: MultipleChoice**

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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?

**Options:**

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- A- Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B- Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- C- Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- D- Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

**Answer:**

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D

## Question 5

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**Question Type: MultipleChoice**

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

**Options:**

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- A- Human Resources

- B-** Customer Service
- C-** Accounting and Finance
- D-** Sales Operations
- E-** Information Technology

**Answer:**

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C, D, E

## Question 6

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**Question Type:** MultipleChoice

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Which Type of Documentation comes first in a Salesforce cpq scoping session?

**Options:**

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- A-** Order Management
- B-** Products and Bundles
- C-** Business Process Mapping

**D-** Quote Documentation And Pulggins

**Answer:**

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C

## Question 7

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**Question Type: MultipleChoice**

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

**Options:**

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

**E-** routine generation of invoices having 200 invoice lines

**Answer:**

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A, C, E



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