



**Free Questions for Revenue-Cloud-Consultant-Accredited-  
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**Shared by Wilcox on 29-01-2024**

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# Question 1

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## Question Type: MultipleChoice

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After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

### Options:

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- A- Architect the revenue cloud solution to follow suit by
- B- extending customization using coding best practices to improve scalability
- C- baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.processed with design and build,and address performance issues as the final task in UAT
- D- upgrade the org to the latest CPQ and billing release,this will largely address the performance issues

### Answer:

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B

## Question 2

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### Question Type: MultipleChoice

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A revenue cloud consultant learns salesforce is deploying a new release during the course of the implementation. which two actions should be taken to make sure the implementation is tested against the new release before it deploys to production?

#### Options:

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- A- review status salesforce.com to determine refresh cutoff dates for the new release
- B- submit ticket to support when you want your sandbox updated
- C- The platform ensures that all sandboxes are upgraded all the same time so wait for the upgrade
- D- Determine whether your sandbox is on a preview or non-preview instance

#### Answer:

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A, D

## Question 3

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**Question Type: MultipleChoice**

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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?

**Options:**

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

**Answer:**

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B

## Question 4

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**Question Type: MultipleChoice**

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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?

**Options:**

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

**Answer:**

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C, E

## Question 5

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**Question Type: MultipleChoice**

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During user acceptance testing (UAT) a tester submitsan incident because the invoicetotal did not match the expected results. Which 3 types of information should be includedin the description of the incident and a quick resolution?

**Options:**

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**A-** description of new requirements that will help fix the issue

**B-** quote number ordernumber or invoice number

**C-** expected resolution date

**D-** steps to replace issue

**E-** Expected results

**Answer:**

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B, D, E

## Question 6

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**Question Type: MultipleChoice**

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

**Options:**

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

**Answer:**

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B

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