Free Questions for Revenue-Cloud-Consultant-Accredited-Professional

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Question 1

Question Type: MultipleChoice

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?

Options:

A- Credit the invoice, add the new order and run an invoice scheduler to pick all theorders up.
B- use bill now on the new order and reparent the new invoice lines to the existing invoice
C- Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pickall the order up.
D- Use bill now on the new Order and consolidate the invoices.

Answer:

C

Explanation:

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 2

Question Type: MultipleChoice

Which two steps should an implementation team take to integrate Revenue Cloud to another system?

Options:

A- Share printed quote form with the customer to manually enter in their ERP
B- Complete a source to target mapping of the fields that will integrate between systems
C- Load quote fields and values in a file and share that with the Customer
D- Design an architecture view of how data integrates and flows between systems

Answer:

B, D

Explanation:

The steps that an implementation team should take to integrate Revenue Cloud with another system are:

B . Complete a source to target mapping of the fields that will integrate between systems: This step involves defining how data fields in Revenue Cloud correspond to data fields in the external system. It is crucial for ensuring accurate data flow and integration functionality between the systems.

D . Design an architecture view of how data integrates and flows between systems: This involves creating a detailed architectural blueprint that outlines how data will be transferred and managed between Revenue Cloud and the external system. It helps in identifying potential integration challenges and ensuring that the integration supports the business processes effectively.

These steps are based on best practices in systems integration, focusing on data consistency and integrity, along with a structured approach to designing integration flows.

Question 3

Question Type: MultipleChoice

A Revenue Cloud Consultant learns salesforce is deploying a new release during thecourse of the implementation. which two should be taken to make sure theimplementation is tested against the new release before it deploys to production?

Options:

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

Answer:

A, C

Explanation:

In Salesforce Revenue Cloud, when a new release is being deployed, it's important to test the implementation against the new release before it deploys to production. This can be achieved by:

Reviewing status.salesforce.com to determine refresh cutoff for the new release: Salesforce provides information about the refresh cutoff for the new release on status.salesforce.com. This allows you to know when the new release will be available in the sandbox for testing.

Determining whether your sandbox is on a preview or non-preview instance: Salesforce refreshes preview sandboxes a month before each major release. Regular, non-preview sandboxes are refreshed toward the end of the release cycle. Knowing whether your sandbox is on a preview or non-preview instance can help you plan your testing schedule accordingly.

It's worth noting that while Salesforce ensures that all sandboxes are upgraded, the timing of the upgrade can vary depending on whether the sandbox is on a preview or non-preview instance. Submitting a ticket to support when you want your sandbox updated is not a standard practice for preparing for a new release.

Reference

Test New Releases in a Sandbox Unit | Salesforce Trailhead

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate ...

Question 4

Question Type: MultipleChoice

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

Options:

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- Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the

renewal date
D- Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date

Answer:

D

Explanation:

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 5

Question Type: MultipleChoice

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

Options:

A- Order Management
B- Products and Bundles
C- Business Process Mapping
D- Quote Documentation And Pulggins

Answer:

C

Explanation:

In a Salesforce CPQ scoping session, the first type of documentation that comes into play is the Business Process Mapping. This is because before diving into the specifics of products, bundles, order management, or quote documentation, it's crucial to understand the client's overall business processes. Business Process Mapping provides a visual representation of the client's business processes, which can help identify inefficiencies, redundancies, and gaps in the current process.It also helps in understanding how the Salesforce CPQ solution can be best configured to align with and optimize these processes1.Reference:Salesforce CPQ documentation1.

Question 6

Question Type: MultipleChoice

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

Options:

A- Order
B- Assets
C- Quote
D- Subscriptions
E- Order Product.

Answer:

B, D

Explanation:

To migrate legacy install base into Salesforce CPQ along with the contract, the Revenue Cloud Consultant needs to populate the Assets and Subscriptions objects. These objects store the information about the products and services that the customer has purchased and are associated with the contract. The Assets object tracks the physical products, such as hardware and software licenses, that have been delivered or activated for the customer. The Subscriptions object tracks the recurring products, such as software subscriptions or maintenance plans, that have a defined billing frequency and term. By populating these objects, the Revenue Cloud Consultant can preserve the history of the customer's purchases and enable the features of Salesforce CPQ, such as renewals, amendments, and co-termination.Reference:

Migrate Legacy Data to Salesforce CPQ

[Assets]

[Subscriptions]

Question 7

Question Type: MultipleChoice

Which 3 Customer Teams Should be invited to participate in scoping revenue cloudproject?

Options:

A- Information Technology

B- Sales operations

C- Accounting and finance

D- Customer Service

E- Human Resource

Answer:

A, B, C

Explanation:

When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handle the technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

Question 8

Question Type: MultipleChoice

A Revenue Cloud Project has a requirement where a Product can be either taxable or taxexempt depending on a custom field that holds the industry. what is the appropriatesolution to address this Requirement?

Options:

A- Use Automation to set Tax Treatment Based on the value of the custom field.

B- Use Automation to set Billing Rule Based on the value of the custom field.

C- Use Automation to set Tax Rule Based on the value of the custom field.

D- Use Automation to set Revenue Recognition Rule Based on the value of the customField.

Answer:

A

Explanation:

In Salesforce Revenue Cloud, tax treatment can be automated based on the value of a custom field.This is particularly useful when a product's tax status (taxable or tax-exempt) depends on a specific attribute, such as the industry in this case1.By using automation, the system can automatically determine the appropriate tax treatment for each product based on the industry value in the custom field1.This not only ensures accuracy but also improves efficiency by eliminating the need for manual intervention1.Reference

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

Question 9

Question Type: MultipleChoice

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

implementation?

Options:

A- multiple automation types (trigger/workflows,flows)on a single object
B- External API calls 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:

A, B, C

Explanation:

The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:

A .Multiple automation types (trigger/workflows,flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes.This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation1.

B .External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure.This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation1.

C .Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model.This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation1.

https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesforce

Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.