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Question 1

A Revenue Cloud project has a requirement where a product can be either 16m 52s

taxable or tax exempt depending on a custom field that holds the industry. "

What is the appropriate solution to address this requirement?

Options:

A- Use automation to set the Tax Treatment based on the value of the custom field

B- Use automation to set the Tax Rule based on the value of the custom field

C- Use automation to set the Revenue Recognition Rule based on the value of the custom field

D- Use automation to set the Billing Rule based on the value of the custom field

Answer:

B

Explanation:

For a Revenue Cloud project where a product's taxability depends on a custom field that holds industry information, the appropriate solution is to use automation to set the Tax Rule based on the value of the custom field. This approach allows for dynamic application of tax rules to products based on industry-specific requirements, ensuring that the correct tax treatment is applied during the quoting and invoicing processes. Automation could involve using Process Builder, Flow, or Apex to update the tax rule assignments on products or quote lines based on the specified industry criteria. This ensures that products are taxed correctly according to the industry-specific regulations captured in the custom field.

Question 2

Question Type: **MultipleChoice**

Which three options might cause incorrect future invoicing for an amended order product?

Options:

A- Not contracting the Amendment Order

B- Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines

C- Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft

D- Having a subscription on the Contract be linked to an unallocated Payment

E- Contracting from the Amended Opportunity

Answer:

A, B, C

Explanation:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A)Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices.If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing1.

B)Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines: If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices.This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.

C)Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft: If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes.If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.

Question 3

What does INVEST stand for in the INVEST criteria when defining user stories?

Options:

A- Investable, Negotiable, Valuable, Estimable, Small, Testable

B- Independent, Negotiable, Valuable, Estimable, Sequential, Testable

C- Independent, Negotiable, Valuable, Equal, Small, Testable @

D- Independent, Negotiable, Valuable, Estimable, Small, Testable

Answer:

D

Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable12.It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:

Independent:The user story should be self-contained, in a way that there is no inherent dependency on another user story12.

Negotiable:User stories, up until they are part of an iteration, can always be changed and rewritten12.

Valuable:A user story must deliver value to the end user12.

Estimable:You must always be able to estimate the size of a user story12.

Small:User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.

Testable:The user story or its related description must provide the necessary information to make test development possible12.Reference:12

Question 4

Question Type: **MultipleChoice**

What does RASIC stand for?

Options:

A- Responsible, Actionable, Supporting, Informed, Consulted

B- Responsible, Actionable, Supporting, Informed, Communicate

C- React, Action, Support, Informed, Consulted

D- Responsible, Accountable, Supporting, Informed, Consulted

Answer:

D

Explanation:

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

R (Responsible): This is the task lead -- the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

A (Accountable): This is the person, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

C (Consulted): People in this role offer advice or guidance but do not actively work on the task.These are often subject matter experts who offer guidance or one-time technical reviews1.

Reference

Defining Roles and Responsibilities on a Project (RASIC) - Nexight Group

Question 5

Question Type: **MultipleChoice**

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

Options:

A- Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results

B- Extracting from multiple sources takes additional resources and time to access and process

C- The creation of external objects will bypass the need for legacy data migration

D- The Amendments and Renewals process will be subject to customizations

E- Large volumes of data take a longer time to load.

Answer:

A, B, E

Explanation:

Legacy data migration is a critical aspect of a Revenue Cloud implementation and certain considerations can indeed expand the project scope:

A) Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results: Data quality is a key factor in any data migration project.If the legacy data is fragmented or incomplete, additional effort will be required to aggregate and validate the data before it can be migrated to the new system1.

B) Extracting from multiple sources takes additional resources and time to access and process: If the legacy data resides in multiple sources, it can increase the complexity of the data extraction process.This can require additional resources and time, thus expanding the project scope1.

E) Large volumes of data take a longer time to load: The volume of data to be migrated can significantly impact the time required for the data load process.Large volumes of data can take a longer time to load, which can extend the project timeline2.

C) The creation of external objects will bypass the need for legacy data migration: While creating external objects can help integrate external data sources with Salesforce, it doesn't necessarily bypass the need for data migration.The data still needs to be accessible and in a format that Salesforce can understand3.

Question 6

Question Type: MultipleChoice

The order management plugin functionality allows the architect to override which of thefollowing default package behavior in salesforce CPQ?

Options:

A- Set the activation date

B- Set the billing day of the month

C- Set the order end date

D- Set the order start date

Answer:

A

Explanation:

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the ability to set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce CPQ's broader set of features designed to provide customizable solutions to complex quoting and order management challenges.