DUMPSQUEEN

Salesforce Revenue Cloud Consultant Accredited Professional

Salesforce Revenue-Cloud-Consultant-Accredited-Professional

Version Demo

Total Demo Questions: 10

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QUESTION NO: 1

An escalation on a Revenue Cloud Project happens, which role is primarily responsible

for project success?

A. Technical Architect

B. Project Manager

C. Customer Success Manager

D. Developer

E. Solution Architect

ANSWER: B

QUESTION NO: 2

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 additional project hours for customization

C. scope in developer resource for customization

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

ANSWER: A

QUESTION NO: 3

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. however, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

A. migrated contracts and subscriptions cannot be amended using salesforce CPQ

B. Amendment of legacy contract and subscription data requires asset-based renewal

C. Method required fields are missing or incorrectly populated on the legacy contract and subscription data

D. legacy subscription data are missing a lookup to a source quote line record

ANSWER: C

QUESTION NO: 4

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: A C D

QUESTION NO: 5

Which three documents help a revenue cloud consultant better understand the client's

Revenue Cloud Project requirements before speaking for the first time in a scoping session?

A. A sample proposal the client provides to their customers

B. Brochures that provided detail to the products and services the client offers

C. The latest release notes found at help salesforce.com>salesforce CPQ patch notes

D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

E. The clients income statements and balance sheet.

ANSWER: A B D

QUESTION NO: 6

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 →calculate formulas →calculate quantities →Price Waterfall Calculation →on Initialization → Before Calculate →On Calculate →After Calculate

C. internal initialization →on Initialization→ Before Calculate →calculate quantities→ On Calculate→Price Waterfall Calculation→ After Calculate→calculate formulas

D. internal initialization →on Initialization→calculate formulas → Before Calculate→calculate quantities→ On Calculate→Price Waterfall Calculation→ After Calculate

ANSWER: D

QUESTION NO: 7

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 opportunity product object

B. the user did not execute post installation scripts upon their first login to CPQ

C. the User did not have the proper access to the quote line object

D. the user did not have the proper access to the quote object

ANSWER: B

QUESTION NO: 8

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

implementation?

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: A C E

QUESTION NO: 9

What are three key characteristics of an implementation partner leading arevenue cloud scoping session?

A. Excellent Communication Skills both verbal and written

B. Being effective at planning, monitoring and reviewing

C. Having deep knowledge of competitor Products

D. Experience in a selling role with quota responsibilities

E. Understanding design pitfalls and Mitigation actions to course correct

ANSWER: A B E

QUESTION NO: 10

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

A. Information Technology

B. Sales operations

C. Accounting and finance

D. Customer Service

E. Human Resource

ANSWER: A B C