



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

**Shared by Mcneil on 24-05-2024**

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# Question 1

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**Question Type:** MultipleChoice

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A CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

## Options:

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- A- Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- B- Ensure users who want to create large quotes have the CPQ Plus license
- C- Ensure Salesforce CPQ is upgraded to the latest release
- D- Reuse referenced fields across the UI and rules
- E- Rules that have a narrower evaluation scope will lead to better performance

## Answer:

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C, D, E

## Explanation:

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To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:

C . Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.

D . Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.

E . Rules that have a narrower evaluation scope will lead to better performance: Configuring rules to operate within a narrower scope means that fewer calculations are necessary during each transaction, which speeds up the quote generation process.

These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

## Question 2

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**Question Type: MultipleChoice**

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A Revenue Cloud user story states: "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to Accounts, Contracts, Quotes what other objects will need to absorb legacy data?

## Options:

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- A- Subscription
- B- Contracted Pricing
- C- Order Products
- D- Entitlements

## Answer:

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B, D

## Explanation:

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For the user story concerning sales users' ability to create new quotes with established rate cards and account-specific discounts, the Salesforce objects that need to absorb legacy data include:

B . Contracted Pricing: This object is crucial for managing special pricing agreements that have been negotiated with specific customers. It ensures that the pricing on new quotes reflects the discounts and rates that were originally negotiated under specific contracts.

D . Entitlements: The Entitlements object manages the customer's entitlements to support services or warranty conditions, which can be tied to the pricing or conditions stated in their original contracts.

These objects ensure that the contractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

## Question 3

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**Question Type:** MultipleChoice

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What are three reasons to have the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation?(Q3R)

### Options:

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- A- To endorse project plan and timelines of the transformation efforts
- B- To be better prepared when they eventually participate as testers in UAT
- C- To assure project objectives are being met
- D- To validate technical design of the project
- E- To provide finality in escalations paths

### Answer:

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A, C, E

### Explanation:

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Having the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation is crucial for several reasons:

A . To endorse project plan and timelines of the transformation efforts: Executive sponsorship is essential for endorsing and supporting the project plan and timelines. Their backing ensures that the project aligns with broader organizational goals and gets the necessary resources and attention.

C . To assure project objectives are being met: Executive sponsors help in assuring that the project objectives align with the business's strategic goals. Their presence in the kickoff meeting reinforces the importance of these objectives and ensures they are clearly communicated and understood by all stakeholders.

E . To provide finality in escalations paths: Involving executive sponsors in the kickoff provides a clear escalation path for addressing issues that might arise during the implementation. This setup helps in resolving conflicts or challenges swiftly, ensuring the project stays on track.

Executive involvement from the beginning underscores the strategic importance of the project, facilitates alignment on expectations and resources, and establishes a clear governance structure.

## Question 4

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**Question Type:** MultipleChoice

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An order has 5 order products that bill monthly. One of the order products requires 2 months of charges to appear on the next invoice without modifying invoicing for the other order products. What field will need to be used to accomplish this task?(Q2,3R)

## **Options:**

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- A-** Hold Billing
- B-** Bill Through Date Override
- C-** Override Next Billing Date
- D-** Bill Now
- E-** Target Date

## **Answer:**

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B

## **Explanation:**

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To ensure that one of the order products has 2 months of charges appear on the next invoice without affecting the invoicing of other products, the Bill Through Date Override field should be used. This field allows for the specification of a custom billing end date for a particular order product, enabling charges for multiple periods to be billed in one invoice while not altering the billing schedule of other products. This capability is crucial for flexible billing arrangements where specific billing requirements need to be met without globally changing the billing processes.

This approach is aligned with Salesforce Billing best practices, providing flexibility in handling individual order product billing needs while maintaining the integrity of the overall billing process.

## Question 5

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**Question Type:** MultipleChoice

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What are two benefits to having trained customer CPQ admins participate in the planning, design and build phases?(Q2R)

### Options:

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- A- Facilitates a more efficient test phase
- B- Eliminates the need for documentation
- C- Increases the commercial value to the paid engagement
- D- Presents more opportunity for customers to ask for new requirements
- E- Customer is better equipped to scale and maintain functionality post-golive

### Answer:

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A, E



## **Explanation:**

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The benefits of having trained customer CPQ admins participate in the planning, design, and build phases include:

A . Facilitates a more efficient test phase: Trained CPQ admins can leverage their understanding of both the platform's capabilities and the company's specific requirements to craft more effective tests and more quickly identify potential issues.

E . Customer is better equipped to scale and maintain functionality post-go-live: With deep involvement in the project phases, CPQ admins gain a thorough understanding of the setup and customization, which empowers them to manage, scale, and adapt the system as business needs evolve without always relying on external support.

These benefits highlight the importance of involving knowledgeable internal team members in significant project phases to ensure long-term success and operational efficiency.

## **Question 6**

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**Question Type:** MultipleChoice

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

**Options:**

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- 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:

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B, D

### Explanation:

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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 7

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**Question Type:** MultipleChoice

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What are three reasons to establish a governance structure as part of your Revenue Cloud project?

### Options:

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- A-** To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- B-** To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- C-** To ensure the implementation team can work independently for most of the project with little to no input from the customer
- D-** To get agreement on the roles and responsibilities of the implementation team and customer
- E-** To ensure the implementation team is aligned with the customer on assigned work.

### Answer:

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B, D, E

### Explanation:

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The reasons for establishing a governance structure as part of your Revenue Cloud project include:

B . To establish a communication plan between the implementation team, the customer, and the work is coordinated between them: This is essential to ensure clear and ongoing communication throughout the project, aligning all stakeholders towards common goals and facilitating timely resolution of issues.

D . To get agreement on the roles and responsibilities of the implementation team and customer: Defining roles and responsibilities helps in setting clear expectations, distributing tasks, and accountability which are critical for the organized progression of the project.

E . To ensure the implementation team is aligned with the customer on assigned work: Alignment on the assigned work ensures that both the implementation team and the customer have a mutual understanding of project objectives, deliverables, and expectations, leading to a smoother project flow and reducing the likelihood of misunderstandings and reworks.

These aspects are derived from the standard practices and objectives in implementing complex IT projects like Salesforce Revenue Cloud, where coordination, clear communication, and defined responsibilities are fundamental for success.

## Question 8

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**Question Type:** MultipleChoice

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An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

**Options:**

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- A- Solution Architect
- B- Project Manager
- C- Technical Architect
- D- Customer Success Manager
- E- Developer

**Answer:**

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B

**Explanation:**

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In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager<sup>1</sup>. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion<sup>2</sup>. This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget<sup>2</sup>.

When an escalation happens, the Project Manager is typically the one who steps in to resolve the issue. They work closely with all stakeholders, including the Solution Architect, Technical Architect, Customer Success Manager, and Developer, to ensure that the project stays on track and meets its objectives<sup>1</sup>.

[What Does a Salesforce Project Manager Do? - Salesforce Ben](#)

[Learn About the Salesforce Admin Role - Trailhead](#)

## Question 9

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**Question Type:** MultipleChoice

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Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

### Options:

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- 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:

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D

## **Explanation:**

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The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run<sup>1</sup>.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information<sup>1</sup>. Reference:

[https://help.salesforce.com/s/articleView?id=sf.cpq\\_price\\_rule\\_considerations.htm&language=en\\_US&type=5](https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5)

[https://help.salesforce.com/s/articleView?id=000388745&language=en\\_US&type=1](https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1)

## Question 10

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**Question Type:** MultipleChoice

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What does the 'safe harbor' slide at the beginning of every salesforce presentation means?

### Options:

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- A- roadmap capability will be released exactly as they are demonstrated
- B- new release capabilities will not have impact to existing implementations
- C- anything presented from salesforce must be kept confidential mergers and acquisitions integrations are immediate
- D- You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities

### Answer:

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D

### Explanation:

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The 'safe harbor' slide at the beginning of every Salesforce presentation is a legal disclaimer that informs the audience that the presentation may contain forward-looking statements about the company's future products, features, capabilities, performance, and financial results. These statements are based on the company's current expectations, assumptions, and projections, and are subject to risks, uncertainties, and changes that may cause the actual results to differ materially from the statements. Therefore, the audience should not rely on these statements as guarantees or promises of future performance or availability, and should make their own independent decisions based on the current and available capabilities of the company. The 'safe harbor' slide also directs the audience to the company's website, where they can find more information about the factors that may affect the forward-looking statements, as well as the company's most recent financial reports and filings.<sup>12</sup>

Salesforce - Safe Harbor

Salesforce Announces Record Fourth Quarter and Full Year Fiscal 2022 Results - Salesforce Earnings

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