



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

Shared by Walsh on 22-07-2024

For More Free Questions and Preparation Resources

Check the Links on Last Page

Question 1

Question Type: MultipleChoice

A revenue cloud user story states "Sales users should have the ability to create newquotes with established rate cards and account specific discounts because currentcustomers are entitled to the pricing that was originally negotiated" .in addition to loadingdata to accounts,contracts,quotes what other object will need to absorb legacy data?

Options:

- A- Contracted Pricing
- B- order products
- C- entitlements
- D- Subscription

Answer:

A

Explanation:

Contracted Pricing is the object that stores the negotiated prices and discounts for each account and product combination. Contracted Pricing allows sales users to create new quotes with the same pricing terms that were agreed upon in previous contracts, without having to manually adjust the prices or discounts. Contracted Pricing also enables businesses to maintain pricing consistency and accuracy across different channels and systems. To use Contracted Pricing, legacy data from accounts, contracts, and quotes need to be loaded into the Contracted Pricing object, along with the relevant price book entries and product options.¹²Reference:

Contracted Pricing - Salesforce

Migrate Legacy Data to Contracted Pricing - Salesforce

Question 2

Question Type: MultipleChoice

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?

Options:

- 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

Explanation:

In Salesforce CPQ, when amending legacy contracts, encountering the 'attempt to de-reference a null object' error often points to issues with the underlying data structure of the migrated contracts and subscriptions. This error typically occurs when required fields are not present or are incorrectly populated, leading to null references in the system's code. It's essential to ensure that all necessary fields on legacy contracts and subscriptions are correctly filled in to support amendments in Salesforce CPQ. This might involve reviewing and correcting the data migration process to ensure that all required fields are accurately populated and that the data integrity is maintained.

Question 3

Question Type: MultipleChoice

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. What should be included in the design of this solution?"

Options:

- A- Contracts, subscriptions and assets should be populated with historical data
- B- custom action to retrieve purchased quantities from an external source
- C- Discount schedules with cross orders checked
- D- use a summary variable targeting the subscription object with a price rule
- E- Legacy orders and invoice should be migrated

Answer:

A, C

Explanation:

Salesforce Revenue Cloud, part of the Salesforce Customer 360 Platform, unites Configure, Price, and Quote (CPQ), Billing, Partner Relationship Management, and B2B Commerce functionality¹. It aims to help businesses better manage their revenue streams, enhance forecasting capabilities, improve efficiencies, and accelerate growth across all sales channels¹.

In the context of the user story, the company wants to reward loyal customers by including previously purchased quantities in pricing calculations on the quote. This can be achieved by using discount schedules with cross orders checked.

Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote. By checking cross orders, the system can consider the quantities of a product that a customer has purchased across multiple orders when applying bulk discounts. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty.

Reference

Salesforce Revenue Cloud

Understanding Salesforce Revenue Cloud

Question 4

Question Type: MultipleChoice

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

Options:

- A- Use a Record Change Flow to trigger on the Quote Line.
- B- A Quote Calculator plugin(QCP)
- C- Set Pricing Method to Custom
- D- Use an Apex Trigger on the Quote Line

Answer:

B

Explanation:

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)¹. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines¹. It provides a way to customize the calculation sequence that happens when a quote is calculated¹. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules¹. Reference

Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

Question 5

Question Type: MultipleChoice

What are the 3 reasons why you would need an appexchange solution to support generating a document in support of a revenue cloud project?

Options:

- A- watermarks
- B- Attachments
- C- Electronic signature
- D- Contract Redlining
- E- Invoice Generation

Answer:

A, C, D

Explanation:

Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:

Watermarks (A): Watermarks can be used to mark documents as confidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.

Electronic Signature : Electronic signatures are often required for contracts and other legal documents. AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.

Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process. This is a specialized functionality that can be provided by AppExchange solutions.

Reference

[10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy](#)

[Revenue Cloud Collection Page - Salesforce](#)

[Extending Customer 360 with Salesforce AppExchange](#)

[What Is Salesforce AppExchange and How Can I Use It?](#)

Question 6

Question Type: MultipleChoice

Which three data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into Salesforce CPQ?

Options:

- A-** Migrate Opportunity and Opportunity Line Item data via Data Loader, ensure 'Disable Initial Quote Sync' is disabled
- B-** Migrate Contract and Subscription data via Data Loader
- C-** Adopt a change management strategy that requires sales users recreate in-flight quotes within Salesforce CPQ
- D-** Migrate Opportunity, Quote, and Quote Line data via Data Loader
- E-** Utilize the Import Lines feature to migrate Quote and Quote Line data

Answer:

A, D, E

Question 7

Question Type: MultipleChoice

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?

Options:

- 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

Explanation:

When a customer indicates the need for customization to Salesforce CPQ due to a process in a legacy system, the first step in ensuring the requirement is accounted for in scoping is to ask follow-up questions to ensure the legacy process has a business justification. This is important because it helps to understand the business needs and requirements better, and ensures that the customization will add value to the business. It's crucial to understand the 'why' behind the need for customization before proceeding with it. This approach helps in avoiding unnecessary customizations and ensures that the solution aligns with the business objectives. Reference: Salesforce Introduces Revenue Cloud, Starting with CPQ: 8 Most Common Reasons for Customization

Question 8

Question Type: MultipleChoice

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

Options:

- A-** Recommend the current automations are appropriate, optimize further if necessary.
- B-** Recommend using a single automation type for best performance
- C-** Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.
- D-** Recommend to enable the CPQ Package setting for "Large Quote Threshold " to an appropriate value in order to prevent future performance.

Answer:

B

Explanation:

In the context of a Salesforce Revenue Cloud implementation, encountering multiple triggers, workflows, and flow processes applied to the Opportunity object can lead to complexity and performance issues. The best practice in such scenarios is to consolidate automation into a single type (trigger, process builder, or flow) for optimal performance and maintainability. This approach simplifies the automation architecture, making it easier to manage, debug, and enhance over time. It also reduces the risk of conflicts between different automations and minimizes the processing time, thereby enhancing the system's overall performance and reliability.

Question 9

Question Type: MultipleChoice

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

Options:

- A- Legal entity
- B- invoice run
- C- auto number
- D- source

E- matching ID

Answer:

E

Explanation:

The matching ID field is used to link usage records to usage summaries based on a common identifier. This field is especially useful when there are amendments to the order products, as it allows usage records to be uploaded to the correct usage summary without having to change the order product ID or the usage summary ID. The matching ID field can be used as an external ID to simplify usage uploads after amendments, as it can be populated by a workflow rule or a formula based on certain criteria.¹²Reference:

[Usage Summary and Usage Fields - Salesforce](#)

[Differences between the 'External ID' field and the 'Unique ID' field setting - Salesforce](#)

Question 10

Question Type: MultipleChoice

what are 3 risks when using too many cross-object formula fields in a revenue cloudproject?

Options:

- A-** Formula fields have unlimited access to objects many relationships away which makes it vulnerable to data changes
- B-** Formula field are editable after the calculation completes the Sales user or process automation can overwrite its value
- C-** They can easily exceed limits if not carefully designed and tested
- D-** Formulas field data is not always available during CPQ quote calculation
- E-** They are computationally expensive

Answer:

C, D, E

Explanation:

Cross-object formula fields are useful for accessing data from related objects, but they also have some drawbacks and risks, especially when used excessively in a revenue cloud project. Some of the risks are:

They can easily exceed limits if not carefully designed and tested. Cross-object formula fields count against the total number of fields allowed per object, and they also consume more resources than regular fields. If the formula is too complex or references too many objects, it can cause performance issues, errors, or failures. For example, a formula can only reference up to 10 unique relationships, and a record can only trigger up to 16 levels of cross-object formula updates.¹²

Formula field data is not always available during CPQ quote calculation. CPQ quote calculation is a process that evaluates the pricing, discounts, taxes, and other factors of a quote. During this process, some cross-object formula fields may not have the latest data or may not be accessible at all, depending on the order of execution and the timing of the updates. This can lead to inaccurate or inconsistent results, or even prevent the quote from being calculated.³

They are computationally expensive. Cross-object formula fields require more processing power and time than regular fields, as they need to query and calculate data from multiple objects and relationships. This can affect the overall performance and responsiveness of the revenue cloud project, especially when there are many cross-object formula fields involved. Additionally, cross-object formula fields can trigger cascading updates and validations, which can further increase the computational load and complexity.⁴

1:What Is a Cross-Object Formula? - Salesforce

2:Formula Operators and Functions - Salesforce

3:Salesforce Real Dumps Practice Exam Questions by Dumpswarp

4:Create Cross-Object Formulas Unit | Salesforce Trailhead

Question 11

Question Type: MultipleChoice

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?

Options:

- 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:

D

Explanation:

Salesforce Revenue Cloud, which includes CPQ (Configure, Price, Quote), allows businesses to automate the entire process from product to cash¹. This includes the creation of quotes². However, for a user to create a quote, they must have the proper access to the quote object³. If a user does not have the proper access to the quote object, they would encounter errors when trying to create a quote³. Therefore, the issue that users are reporting could be caused by the lack of proper access to the quote object. Reference

Salesforce Revenue Cloud

Salesforce CPQ

User Permissions and Access

To Get Premium Files for Revenue-Cloud-Consultant-Accredited-Professional Visit

<https://www.p2pexams.com/products/revenue-cloud-consultant-accredited-professional>

For More Free Questions Visit

<https://www.p2pexams.com/salesforce/pdf/revenue-cloud-consultant-accredited-professional>

