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

Shared by Mitchell on 04-10-2024

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Question 1

What are three reasons why you would need an AppExchange Solution tosupportgenerating a Document in support of a Revenue Cloud Project?

Options:

A- Contract Redlining

B- Watermarks

C- Invoice Generation

D- Electronic Signature

E- Attachments

Answer:

A, D, E

Explanation:

These are three features that are not natively supported by Salesforce Revenue Cloud, but can be added by using an AppExchange Solution.

Contract Redlining: This is the process of comparing and editing different versions of a contract document, usually with track changes and comments. This can help to negotiate and finalize the terms and conditions of a contract with customers or partners.1

Electronic Signature: This is the digital equivalent of a handwritten signature, which can be used to sign and validate a contract document electronically. This can help to speed up the contract approval process and reduce paper usage.2

Attachments: This is the ability to add additional files or documents to a contract document, such as supporting evidence, product specifications, or legal disclosures. This can help to provide more information and clarity to the contract parties.3

1: This article explains the benefits and challenges of contract redlining and how to use an AppExchange Solution to enable it in Salesforce.

2: This article explains the benefits and best practices of electronic signature and how to use an AppExchange Solution to integrate it with Salesforce.

3: This article explains how to use an AppExchange Solution to add attachments to a contract document in Salesforce.

Question 2

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 3

Which Revenue Cloud Feature can` be customized to provide an aggregated view of thecurrent goods and services on a contract?

Options:

A- Amendments

B- Orders

C- Subscriptions

D- Renewals

E- Customer Asset LifeCycle Management(CALM)

Answer:

C

Explanation:

Customer Asset LifeCycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination. Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies.Reference:

https://www.salesforce.com/au/products/revenue-lifecycle-management/

https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features

Question 4

What is the most Scalable way to set the legal Entityon the Order Product and OrderProduct Consumption Schedule?

Options:

A- Use a WorkFlow

B- Use a Custom Setting

C- Use a Quote Calculator Plugin(QCP)

D- Use a Flow that is triggered when the record is created and run before the record issaved.

Answer:

D

Explanation:

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and

control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as:

A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues.

A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services.

A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming.Reference:

Legal Entities

Automation Guidelines for Orders and Order Products

Flow Builder

Question 5

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

Question 6

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 7

Which corrective action should an admin take after noticing an error on a posted invoice?

Options:

A- Cancel and rebill, correct the order, create and post a new invoice.

B- Change the status from Posted to draft on the invoice, correct the invoicing error and repost it

C- Delete the invoice record, correct the order, create and Post a new invoice

D- credit the invoice, correct the order, create and post a new invoice

Answer:

A

Explanation:

Upon noticing an error on a posted invoice, the recommended corrective action is to use the 'Cancel and Rebill' feature. This process allows an admin to roll back the invoice to its state before the most recent billing cycle, enabling the correction of errors on the invoice record. This functionality is applicable to both draft and posted invoices, providing a way to address issues such as missing invoice lines

or incorrect billing details. After canceling and rebilling, the admin can correct the order as needed and proceed to create and post a new invoice, ensuring the accuracy of billing records.

Question 8

What are three risks when using too many cross object formula fields in aRevenue Cloud Project?

Options:

A- Formula field data is not always availableduring CPQ quote calculation

B- Formula fields have unlimited access to object manyrelationships away which makesit vulnerable to data changes.

C- They are computationally Expensive.

D- They can easily exceed limits if not carefully designed and tested

E- Formula Fields are editable, after the calculation completes the sales user or processautomation can overwrite its value

Answer:

A, C, D

Explanation:

Cross object formula fields are fields that reference data from related objects using lookup or master-detail relationships. They can be useful to display information from parent or child objects without creating custom code or workflows. However, using too many cross object formula fields in a Revenue Cloud project can pose some risks, such as:

Formula field data is not always available during CPQ quote calculation. This means that the formula fields may not reflect the latest values from the related objects when the quote is being generated or updated. This can cause inaccurate pricing, discounts, or taxes. To avoid this, it is recommended to use CPQ fields or custom fields instead of cross object formula fields for quote calculation.12

They are computationally expensive. This means that the formula fields require more processing power and time to evaluate and display the data from the related objects. This can affect the performance and responsiveness of the application, especially if there are multiple formula fields on the same object or page layout. To avoid this, it is recommended to limit the number and complexity of cross object formula fields, and use filters or conditions to reduce the number of records that need to be evaluated.34

They can easily exceed limits if not carefully designed and tested. This means that the formula fields can cause errors or warnings if they exceed the maximum length, number, or level of relationships allowed by Salesforce. For example, a formula field can only reference up to 10 unique relationships and span up to five levels of relationships. If these limits are exceeded, the formula field will not save or display correctly. To avoid this, it is recommended to review the formula field limits and best practices, and test the formula fields in different scenarios and environments.

1: Lookup Price Rule query considerations with Salesforce CPQ [7]

Question 9

Question Type: **MultipleChoice**

A Revenue Cloud Consultant Surveys a customer'sSales Cloud implementation anddiscovers Multiple triggers, Workflow and flow Processes applied to the Opportunityobject. what is the most appropriate recommendation tothe customer before designing aRevenue Cloud Solution?

Options:

A- Recommend using a single automation type for best Performance.

B- Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to anappropriate value in order to prevent future performance issues.

C- Recommend continued use of multiple automation types where Revenue Cloudcapabilities cannot address the business requirements

D- Recommend the current automations are appropriate, optimize further if necessary.

Answer:

A

Explanation:

When encountering a Salesforce Sales Cloud implementation with multiple triggers, workflow, and flow processes applied to the Opportunity object, it is advisable to recommend consolidating these automations into a single type. This approach is recommended to optimize performance and maintainability, reducing complexity and potential conflicts between different automation types. Consolidating automations into one trigger, process builder, or flow ensures a more streamlined and efficient execution of business logic, contributing to better system performance and easier troubleshooting and maintenance.

Question 10

Question Type: MultipleChoice

A user story for a Revenue Cloud implementation states. As an Accounts ReceivableManager, I want to automatically generate invoices in draft status the same day of everymonth". what implementation option should a revenue cloud consultant pursue first?

Options:

A- Set up an invoice scheduler

B- Triggers and apex to check the bill now checkbox after the order status is changed to"Activated".

C- Workflow rule to check the bill now checkbox after the order status is changed to"Activated".

D- Set up a Payment Scheduler

Answer:

A

Explanation:

An invoice scheduler is a feature of Salesforce Revenue Cloud that allows you to automate the creation of invoices based on predefined criteria and schedules. An invoice scheduler uses an invoice run to evaluate whether and when an order product gets invoiced. You can set up an invoice scheduler to run daily, weekly, monthly, or once, and specify the target date and time, the invoice date, and the invoice batches to include. You can also choose to automatically post the generated invoices or review them in draft status before posting. An invoice scheduler is the best option to fulfill the user story, as it can generate invoices in draft status the same day of every month without requiring any manual intervention or custom code.12

Triggers and apex are not the best option, as they require writing and maintaining custom code, which can be complex and error-prone. They also do not provide the flexibility and control of an invoice scheduler, as they can only check the bill now checkbox after the order

Workflow rules are also not the best option, as they have similar limitations as triggers and apex. They can only check the bill now checkbox after the order status is changed to "Activated", and they cannot specify the invoice date, time, or batches. Workflow rules also have some restrictions and considerations, such as the number of actions per rule, the order of execution, and the impact on performance.4

Setting up a payment scheduler is not relevant to the user story, as it is a feature of Salesforce Revenue Cloud that allows you to automate the collection of payments from customers based on predefined criteria and schedules. A payment scheduler does not create invoices, but rather applies payments to existing invoices or payment allocations. [5]

1: Invoice Schedulers for Automating Invoice Creation - Salesforce

2: Invoice Scheduler | Salesforce Subscription Management | Salesforce Developers

3: Use Invoice Scheduler to Generate Invoices - Salesforce

4: Workflow Rules Considerations - Salesforce

[5]: Payment Schedulers for Automating Payment Collection - Salesforce

Question 11

Question Type: **MultipleChoice**

How can a Revenue Cloud Consultant create a new payment Method for a credit card thatwill be saved for future Payments?

Options:

A- Enter the credit card details into a new payment Method record Click the Tokenizebutton

B- From the Payment credit cards related list, click the new credit card button.

C- Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.

D- From the Account, Payment Method related list, then click the new Payment MethodCredit Card button.

Answer:

D

Explanation:

To create a new payment method for a credit card that will be saved for future payments, the Revenue Cloud Consultant should follow these steps:

Navigate to the account record that needs the new payment method.

Find the Payment Methods related list, and then click New Payment Method Credit Card. This button opens a form that allows entering the credit card details, such as card number, expiration date, cardholder name, and billing address.

Optionally, select a payment gateway record to associate the payment method with a specific gateway. If no payment gateway is selected, the default gateway for the org is used.

Optionally, select the Autopay checkbox to make this payment method the default one for all transactions on this account.

Click Save. This action creates a new payment method record and also sends a request to the payment gateway to tokenize the credit card information. Tokenization is a process that replaces sensitive data with a unique identifier that can be used for payment processing without exposing the original data.

Once the payment gateway returns a token, the payment method record is updated with the token value in the Payment Gateway Token field. This token is used to process payments with this payment method in the future.

Create a Credit Card Payment Method

Payment Methods

Payments and Credits