

# DUMPS ARENA

## Salesforce Revenue Cloud Consultant Accredited Professional

Salesforce Revenue-Cloud-Consultant-Accredited-Professional

Version Demo

Total Demo Questions: 10

Total Premium Questions: 77

Buy Premium PDF

<https://dumpsarena.co>

[sales@dumpsarena.co](mailto:sales@dumpsarena.co)

sales@dumpsarena.co  
dumpsarena.co

**QUESTION NO: 1**

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: 2**

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

- 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****QUESTION NO: 3**

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

- A. Formula field data is not always available during CPQ quote calculation
- B. Formula fields have unlimited access to object many relationships away which makes it 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 process automation can overwrite its value

**ANSWER: A B C**

**QUESTION NO: 4**

What fields are required on the usage record to load and rate the usage?

- A. start date time, end date time, matching attribute, unit of measure, quantity, usage summary lookup
- B. start date time, order product ID, unit of measure, quantity, usage summary lookup, account
- C. Account, order, order product, usage summary start date time, end date time, quantity
- D. start date time, end date time, matching ID, matching Attribute, Unit of measure, quantity

**ANSWER: D**

**QUESTION NO: 5**

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A. Reducing the number of product rules and option constraints
- B. increase the number of product of product rules and option constraints
- C. using compressed image formats for image files included in the quote document
- D. reducing the number of quote line fields displayed in the quote line editor
- E. reducing the number of line columns that are included in the quote document

**ANSWER: C E**

**QUESTION NO: 6**

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date

**ANSWER: D**

**QUESTION NO: 7**

Which 3 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: 8**

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology
- C. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- D. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

**ANSWER: D**

#### **QUESTION NO: 9**

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry. what is the appropriate solution to address this Requirement?

- 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 custom Field.

**ANSWER: C**

#### **QUESTION NO: 10**

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

- 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: A D E**