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NEW QUESTION: 1

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?

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 (LEAVE A REPLY)

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 ...

NEW QUESTION: 2
An escalation on a Revenue Cloud Project happens,which role is primarilyresponsible for project success?
A. Technical Architect
B. Project Manager
C. Customer Success Manager
D. Developer
E. Solution Architect
Answer: B (LEAVE A REPLY)

NEW QUESTION: 3
Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?
A. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
B. It would be better to create separate quotes for each of the product families
C. The current solution with three separate price rules is the most optimal solution
D. It would be better to use a single price rule with three price actions
Answer: D (LEAVE A REPLY)

NEW QUESTION: 4
Which three options might cause incorrect future invoicing for an amended order product?
A. Not contracting the Amendment Order
B. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines
C. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
D. Having a subscription on the Contract be linked to an unallocated Payment
E. Contracting from the Amended Opportunity

Answer: A,B,C (LEAVE A REPLY)
Incorrect future invoicing for an amended order product might be caused by the following scenarios:
A: Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing1.
B: Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines:
If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.
C: Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft:
If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.
References: Salesforce Revenue Cloud documents12

NEW QUESTION: 5
What are three key characteristics of an implementation partner leading arevenuecloud 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 (LEAVE A REPLY)
Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.
Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track. It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.
Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during the implementation and how to navigate them. It also involves being proactive in identifying

potential issues and taking corrective action early to prevent them from becoming major problems.

While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION: 6

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes.Which three considerations should UC Keep in mind when designing their Solution?

A. Identify backup approvers in case the primary approver is out of the office.

B. Print out the approval matrix into cards that the sales reps can carry around.

C. Give sales reps flexibility to apply any discount.

D. Define the discount threshold or limit allowed for the sales reps

E. Document the discount approval levels for each approver.

Answer: A,D,E (LEAVE A REPLY)

To design a multi-leveled approval matrix for controlling discounts on quotes, Universal Containers should consider the following:

Identify backup approvers in case the primary approver is out of the office. This will ensure that the approval process is not delayed or stalled due to the unavailability of the primary approver. Backup approvers can be assigned using the Delegated Approver feature in Salesforce, which allows users to delegate their approval authority to another user for a specific period of time. 1 Define the discount threshold or limit allowed for the sales reps. This will help to enforce the pricing policies and prevent excessive or unauthorized discounts. The discount threshold or limit can be defined using the Approval Thresholds feature in Salesforce CPQ, which allows setting up different approval rules based on the discount percentage, amount, or margin. 2 Document the discount approval levels for each approver. This will help to clarify the roles and responsibilities of each approver and the criteria for approving or rejecting a quote. The discount approval levels can be documented using the Approval Processes feature in Salesforce, which allows creating a sequence of steps and actions that an approval request must go through. 3 Reference:

Approval Thresholds

Approval Processes

Delegated Approver

NEW QUESTION: 7

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?

A. Subscription

B. Contracted Pricing
C. Order Products
D. Entitlements
Answer: B (LEAVE A REPLY)
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 datainclude:
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 thecontractual terms and special conditions are respected in new transactions, maintaining consistency and honoring legacy agreements with customers.

NEW QUESTION: 8
What are three reasons why you would need an AppExchange Solution tosupportgenerating a Document in support of a Revenue Cloud Project?
A. Contract Redlining
B. Watermarks
C. Invoice Generation
D. Electronic Signature
E. Attachments
Answer: A,D,E (LEAVE A REPLY)
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 References:
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.

NEW QUESTION: 9

A Revenue Cloud Consultant wants to restrict the ability to cancel subscriptions via the cancel button in the Account > Managed Assets view. The consultant wants to ensure that only a select group of super users has access to this functionality.

Which change does the consultant need to apply for this requirement?

A. Modify the Managed Asset Viewer page layout for users who should not have access to the cancel button.

B. Inactivate the Amend, Renew, and Cancel Assets screen flow for users who should not have access to the cancel button.

C. Unassign InitiateCancellation API permission for users who should not have access to the cancel button.

Answer: (SHOW ANSWER)

NEW QUESTION: 10

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

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 (LEAVE A REPLY)

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.
References:
* Create a Credit Card Payment Method
* Payment Methods
* Payments and Credits

NEW QUESTION: 11
Sales users at a company do not want to select a catalog every time they choose products from Product Discovery because they only have one catalog What should a consultant do to ease the sales users' experience using out of the box capabilities?
A. Customize the Product Discovery flow.
B. Select default catalog under Product Discovery Settings,
C. Skip creating catalogs and use Product records directly.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 12
Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.
They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility.
Which three areas can they look to consolidate products?
A. Same product names with different attribute values
B. Same product names commonly found in the same bundle
C. Same product names with different Term length
D. Same product names with different bulk discount levels
E. Same products with different serial numbers
Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 13
A business user wants to use the advanced capabilities of Revenue Cloud to gain a comprehensive view of the company's financial health, from initial quote to final cash collection They need to track sales performance, forecast future revenue, and monitor customer trends.
Which Revenue Cloud reporting feature should the business user use to achieve this?
A. Revenue Lifecycle Management
B. Pricing Operations Console
C. Revenue Management Intelligence

Answer: (SHOW ANSWER)

NEW QUESTION: 14

A product has a list price of US$15,000. An attribute-based price override of $12,000 is applied first, followed by a $1,000 bundle based adjustment discount and a 10% manual discount at the end of the product sale.

What will be the final price of the product shown in the net price column of the Transaction Line Editor of a quote line item for this product?

A. $9,900

B. $1,800

C. $9,500

Answer: A (LEAVE A REPLY)

NEW QUESTION: 15

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

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 confidentialmergers and acquisitions integrations are immediate

D. You and or your customer aremaking scoping,design,planning,purchasing making decisions based on current and available capabilities

Answer: D (LEAVE A REPLY)

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. 12 Reference:

Salesforce - Safe Harbor

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

NEW QUESTION: 16

Which usage summary field can be used as an external IDto simplify usage uploads afteramendments?

A. Legal entity
B. invoice run
C. auto number
D. source
E. matching ID
Answer: E (LEAVE A REPLY)
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. 12 Reference:
Usage Summary and Usage Fields - Salesforce
Differences between the 'External ID' field and the 'Unique ID' field setting - Salesforce

NEW QUESTION: 17
Which topic of discussion comes first in a salesforce CPQ Scoping Session?
A. Business Process Mapping
B. Quote Document and e-signature
C. Order Management
D. Products and Bundles
Answer: A (LEAVE A REPLY)
In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order

Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.
References
* Get Started with Salesforce CPQ Unit | Salesforce Trailhead
* CPQ Scoping Questionaire? : r/salesforce - Reddit
* How To: Salesforce CPQ: Build a Bundle

NEW QUESTION: 18
What does INVEST stand for in the INVEST criteria when defining user stories?
A. Investable, Negotiable, Valuable, Estimable, Small, Testable
B. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
C. Independent, Negotiable, Valuable, Equal, Small, Testable @
D. Independent, Negotiable, Valuable, Estimable, Small, Testable
Answer: (SHOW ANSWER)
INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable12. It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:
* Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story12.
* Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten12.
* Valuable: A user story must deliver value to the end user12.
* Estimable: You must always be able to estimate the size of a user story12.
* Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.
* Testable: The user story or its related description must provide the necessary information to make test development possible12. References: 12

NEW QUESTION: 19
What are two benefits to having trained customer CPQ admins participate in the planning, design and build phases?(Q2R)
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: A,E (LEAVE A REPLY)
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.

NEW QUESTION: 20
A new order is created with these details:
1. The account has a default Billing Profile with a billing address in San Francisco.
2. An order is created associated with this account with a billing address in New York.
3. The order has a billing account attached with a billing address in Chicago.
When billing processes the order, which city will be used?
A. San Francisco
B. Chicago
C. New York
Answer: B (LEAVE A REPLY)

NEW QUESTION: 21
After installing salesforce CPQ in your customer Sandbox org you notice unacceptableperformance times as the primary quote syncs to theopportunity its determined thecause for sub optimal performance is attribute to
30 process builders referencing thequote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?
A. Architect the revenue cloud solution to follow suit by
B. extending customization using coding best practices to improve scalability
C. baseline current performance recommend to identify and address the technical debt firstbefore designing the revenue cloud solutioncategorize the subpar customizations as 'out of scope'.processed with design andbuild,and address performance issues as the final taskin UAT
D. upgrade the org to thelatest CPQ and billing release,this will largely address the performance issues
Answer: B (LEAVE A REPLY)
Upon noticing unacceptable performance times in Salesforce CPQ, particularly when the primary quote syncs to the opportunity, and identifying the cause as being due to extensive process builders referencing the quote and opportunity alongside other heavy customizations, the recommended strategy is to extend customization using coding best

practices to improve scalability. This involves reviewing and optimizing the existing customizations, possibly refactoring process builders into more efficient code-based solutions that are better optimized for performance and scalability. This approach helps in addressing the technical debt and ensures that the Revenue Cloud solution is built on a solid and performant foundation.

NEW QUESTION: 22

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?

A. Order

B. Assets

C. Quote

D. Subscriptions

E. Order Product.

Answer: B,D (LEAVE A REPLY)

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. References:

* Migrate Legacy Data to Salesforce CPQ

* [Assets]

* [Subscriptions]

NEW QUESTION: 23

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitateamendments and renewals in CPQ.however ,sales user sare 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 renewalmethod

C. Required fields are missing or incorrectly populated on the legacy contract andsubscription data

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

Answer: C (LEAVE A REPLY)

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

Reference

Error:Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION: 24

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

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

B. credit the invoice, correct the order, create and post a new invoice

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

D. Delete the invoice record, correct the order, create and Post a new invoice

Answer: C (LEAVE A REPLY)

NEW QUESTION: 25

A Revenue Cloud customer has posted an invoice andnow wants to add on more itemsfrom another order associated to that account. Without using invoice batches, howcan thisbe accomplished?

A. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.

B. use bill now on the new order and reparent the new invoice lines to the existing invoice

C. Use bill now on the new Order and consolidate the invoices.

D. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 26

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?. (Choose 2 options)

A. Contracts,Subscriptions and Assets should be populated with historical data.

B. Legacy Orders and invoices should be migrated

C. Custom Action to retrieve Purchased quantities from an external source

D. Use a summary variable targeting the subscription object with a Price Rule.
E. Discount schedules with Cross Orders checked.
Answer: (SHOW ANSWER)

NEW QUESTION: 27
Which 3 Customer Teams Should be invited to participate in scoping revenue cloudproject?
A. Information
B. Technology
C. Sales operations
D. Accounting and finance
E. Customer Service
F. Human Resource
Answer: (SHOW ANSWER)
When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handlethe technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

NEW QUESTION: 28
An invoice run with a target date of 6/1/20 has completed with no errors.an orderproductwith a next billing date of 6/1/20 did not generate an invoice line.which of the followingfields might hold a value that would account for this?
A. Billing day of month
B. Invoice run processing status
C. billing account
D. Next change date
E. Billing type
Answer: B (LEAVE A REPLY)

NEW QUESTION: 29
Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speakingfor the first time in a scopingsession?
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 issent to the customer
E. The clients income statements and balance sheet.
Answer: A,B,D (LEAVE A REPLY)
These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.
A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1 Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2 An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3
Reference:
1: This article explains how to create a professional proposal for customers using Salesforce CPQ.
2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.
3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION: 30
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* This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2
* An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3 References:
* 1: This article explains how to create a professional proposal for customers using Salesforce CPQ.
* 2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.
* 3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION: 31
Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?
A. Percent of total
B. Multi Dimensional Quoting
C. Discount Schedule
D. Price Rule with lookup table
Answer: B (LEAVE A REPLY)
Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and

preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. Reference:
Create a Multidimensional Quote
Revenue Management Platform & CPQ Solution
Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION: 32
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?
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: (SHOW ANSWER)
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 status is changed to "Activated", which may not match the desired invoicing schedule or criteria. 3 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]
Reference:
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

NEW QUESTION: 33
A Revenue Cloud Consultant is creating a persona-based permission set group to allow users to create and update records and to test bundle configurations in Product Catalog Management and Browse Catalog Which set of permissions is required for this persona?
A. Product Catalog Management Designer Product Configuration Rules Designer Product Configurator
B. Product Catalog Management Designer Advanced Configurator Designer Product Discovery User
C. Product Catalog Management Designer Product Discovery User Product Configurator
Answer: (SHOW ANSWER)

NEW QUESTION: 34
How does Hold Billing work?
A. It Prevents invoice document generation and stops email notificationsfrom going outto the customer.
B. The Hold Billing field is set to "yes" until the order is activated. Upon order activationthe field will be automatically set to "no".
C. It suspends invoicing for that order product until the field is set to "no", Invoices lineswill be created to account for the time when hold billing was set to "yes"

D. It suspends invoicing for that order product until the fieldis set to "no", Invoices lineswill be created only for invoices after hold billing was set to "yes".

Answer: C (LEAVE A REPLY)

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger.

When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active.

References:

https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5

https://trailhead.salesforce.com/users/officialblaze/trailmixes/revenue-cloud-get-started-with-billing

NEW QUESTION: 35

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

A. Order Products with Next Billing Date equal to or after January 15

B. Usage Summaries with Next Billing Date equal to or earlier than January 15

C. Order Products with Next Billing Date equal to or earlier than January 15

D. Order Products with Next Charge Date equal to or earlier January 15

Answer: (SHOW ANSWER)

NEW QUESTION: 36

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

A. Credit theinvoice, add the new order and run an invoice scheduler to pick all the orders up.

B. use bill now on the new order and reparent the new invoice lines to the existing invoice

C. Cancel and Rebill the invoice,add the new Order and run an invoice scheduler to pick all the order up.

D. Use bill now on the new Order and consolidate the invoices

Answer: (SHOW ANSWER)

In Salesforce Revenue Cloud, particularly within Salesforce Billing, when an invoice has already been posted and there's a need to add more items from anotherorder associated with that account, one effective approach is to use credit and debit notes. This method allows for adjustments to the invoice's balance while maintaining the availability of the original invoice and invoice line records for reference. This process can be particularly useful in scenarios where a mistake, such as an incorrect account address leading to an incorrect tax calculation, needs to be corrected after the invoice has already been posted.

NEW QUESTION: 37

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 (LEAVE A REPLY)

Reducing processing times during quote document generation in Salesforce CPQ can be achieved through various optimizations. One effective method is using compressed image formats for image files included in the quote document. This reduces the file size of the images, leading to faster loading and processing times when generating quote documents. While the specific reference to this practice is not directly available in the provided Salesforce Revenue Cloud documents, it is a widely recognized optimization technique in document generation processes to enhance performance and reduce loading times.

NEW QUESTION: 38

Which three customer teams should be invited to participate in scoping a Revenue Cloud project?

A. Human Resources
B. Customer Service
C. Accounting and Finance
D. Sales Operations
E. Information Technology

Answer: (SHOW ANSWER)

Scoping a Revenue Cloud project involves understanding the business needs, defining the project goals, and planning the implementation strategy12. The teams that should be involved in this process are those that have a direct stake in the project's outcome and can provide valuable input into the project's requirements12. These teams typically include:

* Accounting and Finance: This team can provide insights into the financial processes that the Revenue Cloud project will support, such as billing, revenue recognition, and financial reporting12.
* Sales Operations: This team can provide insights into the sales processes that the Revenue Cloud project will support, such as quote-to-cash, contract management, and sales forecasting12.
* Information Technology: This team can provide technical expertise and support for the implementation of the Revenue Cloud project, including system integration, data migration, and IT infrastructure12. References: 12

NEW QUESTION: 39
A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals.
Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?
A. Asset, Asset Action, Asset State Period, Asset Action Source
B. Quote, Quote Line, Order, Order Product
C. Asset, Subscription, Subscribed Asset, Order
Answer: A (LEAVE A REPLY)

NEW QUESTION: 40
What does the 'safe harbor' slide at the beginning of every salesforce presentationmeans?
A. new release capabilities will not have impact to existing implementations
B. anything presented from salesforce must be kept confidentialmergers and acquisitions integrations are immediate
C. You and or your customer aremaking scoping,design,planning,purchasing making decisions based on current and available capabilities
D. roadmap capability will be released exactly as they are demonstrated
Answer: C (LEAVE A REPLY)

NEW QUESTION: 41
An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?
A. Solution Architect
B. Project Manager
C. Technical Architect
D. Customer Success Manager
E. Developer
Answer: B (LEAVE A REPLY)

In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager1. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion2. This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget2.
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 objectives1.
References:
* What Does a Salesforce Project Manager Do? - Salesforce Ben
* Learn About the Salesforce Admin Role - Trailhead

NEW QUESTION: 42
What are the 3 reasons why you would need an appexchange solution to supportgenerating a document is support of a revenue cloud project?
A. watermarks
B. Attachments
C. Electronic signature
D. Contract Redlining
E. Invoice Generation
Answer: A,C,D (LEAVE A REPLY)
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?

NEW QUESTION: 43

What are three reasons why you would need an AppExchange Solution tosupportgenerating a Document in support of a Revenue Cloud Project?
A. Contract Redlining
B. Watermarks
C. Invoice Generation
D. Electronic Signature
E. Attachments
Answer: A,D,E (LEAVE A REPLY)
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
References:
* 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.

NEW QUESTION: 44
Universal Containers (UC) sells various smartphone models within its Apex series. The company currently creates individual decomposition rules in the Dynamic Revenue Orchestrator (DRO) for each distinct model UC wants to apply a single, standardized decomposition rule across all similar Apex series phones to simplify maintenance and ensure consistency.
Which strategic Product Catalog Management approach should UC utilize in its Salesforce Revenue Cloud setup to enable the creation of a single decomposition rule for a set of similar products?
A. Product Catalog
B. Product Attributes
C. Product Classification
Answer: C (LEAVE A REPLY)

NEW QUESTION: 45
What Planning Strategies Should be taken to Make User AcceptanceTesting(UAT) efficient?(Choose 3 options)
A. Execute all tests on behalf of the customer
B. Define and agree on acceptance criteria with customer
C. Issue change orders for all incidents that arise during testing
D. Train UAT testers on the new functionality
E. Finalize test plans before the build Phase completes
Answer: B,D,E (LEAVE A REPLY)
User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performed in a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:
Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases. Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12
Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the business processes and workflows that the software supports, as well as the new features and enhancements that are being tested. Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand the expected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34 Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software. Finalizing the test plans before the build phase completes ensures that the UAT phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment. It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6] Reference:
Learn About User Acceptance Testing
User Acceptance Testing Strategies for Large Data Volume Scenarios

5x Salesforce Professional Revenue Cloud Tests 2023
A Guide to Salesforce User Testing (UAT)

NEW QUESTION: 46
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?
A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
C. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
D. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
Answer: C (LEAVE A REPLY)

NEW QUESTION: 47
Which topic of discussion comes first in a salesforce CPQ Scoping Session?
A. Business Process Mapping
B. Quote Document and e-signature
C. Order Management
D. Products and Bundles
Answer: A (LEAVE A REPLY)
In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order

Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.
Reference
Get Started with Salesforce CPQ Unit | Salesforce Trailhead
CPQ Scoping Questionaire? : r/salesforce - Reddit
How To: Salesforce CPQ: Build a Bundle

NEW QUESTION: 48
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?
A. Order Product.
B. Order
C. Subscriptions
D. Assets
E. Quote
Answer: C (LEAVE A REPLY)

NEW QUESTION: 49
What are three risks when using too many cross object formula fields in aRevenue Cloud Project?
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: (SHOW ANSWER)
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.
Reference:
1: Lookup Price Rule query considerations with Salesforce CPQ [7]
2: Salesforce CPQ Quote Calculation Stages [8]
3: What Is a Cross-Object Formula? - Salesforce [9]
4: Tips for Reducing Formula Size and Complexity - Salesforce [10]
5: Formula Field Limits - Salesforce [11]

NEW QUESTION: 50

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.
They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?
A. Same products with different serial numbers
B. Same product names with different attribute values
C. Same product names with different bulk discount levels
D. Same product names commonly found in the same bundle
E. Same product names with different Term length
Answer: (SHOW ANSWER)
SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs1. This process is crucial in managing SKUproliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios2.
In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:
B). Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage2.
D). Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases2.

E). Same product names with different Term length: Productsthat are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing2.
https://www.simplus.com/sku-rationalization-strategy/

NEW QUESTION: 51
Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. 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 quotes in the production environment for the first time. What could have caused this issue?
Revenue Cloud SP23
A. The User did not have the proper access to the Quote Line 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 Object.
D. The User did not have the proper access to the Opportunity Product object.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 52
A revenue cloud user story for a subscription-based company looking to replace theirlegacy system states "as a pricing manager,bulk discounts will include previouslypurchased quantities for pricing calculations on thequote in order to reward loyal customers. What should be included in the design of this solution?
A. Contracts, subscriptions and assets should be populated with historical data
B. customaction to retrieve purchased quantities from an external source
C. Discount schedules withcross orders checked
D. use a summary variable targeting the subscription object with a price rule
E. Legacy orders and invoice should be migrated
Answer: (SHOW ANSWER)
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 checked2.
Discount schedules in Salesforce Revenue Cloud allow businesses to implement dynamic pricing strategies with rules that trigger changes when specified products are on a quote2. By checking cross orders, the system can consider the quantities of a product that a

customer has purchased across multiple orders when applying bulk discounts2. This way, the more a customer purchases over time, the greater the discounts they can receive, thereby rewarding their loyalty2.

References

* Salesforce Revenue Cloud
* Understanding Salesforce Revenue Cloud

NEW QUESTION: 53

Universal Containers sell a product bundle named "Corporate IT Solutions". One of theproduct options inside this bundle is named Hardware Firewall Universal Containers has arequirement where if the customer has purchased a hardware firewall in the past, thehardware firewall product option should be hidden while configuring the bundle. TheCPQ admin has created a product rule to handle this requirement. What should theevaluation event of the product rule be set to?

A. Load and Edit

B. Always

C. Save

D. Load.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 54

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitateamendments and renewals in CPQ.however ,sales user sare 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 renewalmethod

C. Required fields are missing or incorrectly populated on the legacy contract andsubscription data

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 55

One of the automations implemented was to set every new quotecreated as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis issue?

A. the user did not have the proper accessto 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 (LEAVE A REPLY)

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 ofproper access to the quote object. References Salesforce Revenue Cloud Salesforce CPQ User Permissions and Access

NEW QUESTION: 56

An invoice run with a target date of 6/1/20 has completed with no errors.an orderproductwith a next billing date of 6/1/20 did not generate an invoice line.which of the following ields mighthold a value that would account for this?

A. Billing type

B. Next change date

C. billing account

D. Billing day of month

E. Invoice run processing status

Answer: D (LEAVE A REPLY)

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product1. The system evaluates several fields to calculate an order product's next billing date1. If the order product is billed in advance, Salesforce evaluates the order'sbilling day of month to choose the nearest date on or before the order product's start date1. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date1. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line1. References Understanding Next Billing Date - Salesforce

NEW QUESTION: 57

A company is experiencing delays in the order installation process due to missing information. Installation information is needed before the order is submitted to the back office systems for fulfillment. The company must ensure this information is included on all orders to enable the order installation team to complete their task without delay What should a Revenue Cloud Consultant recommend to solve this issue?

A. Create a description field on the Products to provide all the details needed for installation.

B. Create a commercial product called Installation to provide all the details needed for installation.

C. Create technical products to provide all the details needed for installation.

Answer: (SHOW ANSWER)

NEW QUESTION: 58

When selecting products to add to a quote, a sales user updates an attribute represented by a custom field. The user intends to use the selected value in other downstream processes.

Which Mapping Intents should they select when creating the Mapping for the context definition?

A. Association

B. Persistence

C. Hydration

Answer: (SHOW ANSWER)

NEW QUESTION: 59

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?

A. Subscription

B. order products

C. Contracted Pricing

D. entitlements

Answer: C (LEAVE A REPLY)

NEW QUESTION: 60

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project.

They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

A. Same products with different serial numbers

B. Same product names with different attribute values

C. Same product names with different bulk discount levels

D. Same product names commonly found in the same bundle

E. Same product names with different Term length

Answer: B,D,E (LEAVE A REPLY)

SKU rationalization is a process that involves reviewing and trimming down the product variety to focus on the most profitable SKUs1. This process is crucial in managing SKUproliferation, which refers to the creation of multiple product records for various product combinations offered, even though they are the same product, merely sold under different scenarios2.

In the context of Salesforce Revenue Cloud, SKU rationalization can be achieved through the consolidation of products in the following areas:
B: Same product names with different attribute values: Products that are essentially the same but have different attribute values can be consolidated. This reduces the complexity of the product catalog and makes it easier to manage2.
D: Same product names commonly found in the same bundle: Products that are often sold together in the same bundle can be consolidated. This not only simplifies the product catalog but also makes it easier for customers to make purchases2.
E: Same product names with different Term length: Productsthat are the same but have different term lengths can be consolidated. This can simplify the product catalog and make it easier for customers to understand the products they are purchasing2.
References: 2
https://www.simplus.com/sku-rationalization-strategy/

NEW QUESTION: 61
A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?
A. 1. Deploy the custom object and decision table into the staging sandbox
2. Map the decision table in the default pricing recipe.
3. Refresh the decision table or sync Pricing.
B. 1. Deploy the custom object and decision table into the staging sandbox.
2. Map the decision table in the default pricing recipe.
3. Import the data for the custom object, then sync Pricing.
C. 1. Deploy the decision table into the staging sandbox.
2. Map the decision table in the default pricing recipe.
3. Import the data for the decision table, then refresh the decision table.
Answer: (SHOW ANSWER)

NEW QUESTION: 62
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 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,B,C ([LEAVE A REPLY])
The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:
A: Multiple automation types (trigger/workflows,flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation1.
B: External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation1.
C: Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation1.
References: 1
https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesf Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

NEW QUESTION: 63
A revenue cloud consultant determines that price rules will not address additionalcalculation steps to accurately set the quote line list price needed for a project. What isthe next functionality that should be investigated that will address the requirements?

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 (LEAVE A REPLY)
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. References
* Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

NEW QUESTION: 64
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?
A. Excellent Communication Skills both verbal and written
B. Experience in A Selling RoleWith Quota Responsibilities
C. Understanding Design pitfalls and Migration actions tocourse correct
D. Being Effective at planning monitoring and reviewing
E. Having Deep Knowledge of competitor products
Answer: (SHOW ANSWER)
The key characteristics of an implementation partner leading a revenue cloud scoping session are:
A) Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.
C) Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding the technical and business implications of design decisions and being able to anticipate and mitigate risks.
D) Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.
While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not

typically considered key characteristics for leading a revenue cloud scoping session.
Reference: https://www.study4exam.com/salesforce/free-revenue-cloud-consultant-accredited-professional-questions
https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION: 65
Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?
A. Percent of total
B. Multi Dimensional Quoting
C. Discount Schedule
D. Price Rule with lookup table
Answer: (SHOW ANSWER)
Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price for the first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty.
References:
* Create a Multidimensional Quote
* Revenue Management Platform & CPQ Solution
* Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION: 66
What is the successful exit criteria that completesthe User Acceptance Testing (UAT) phase?
A. A Design Document
B. A Change Order
C. Migration from Sandbox to Production
D. Customer Acceptance sign off
E. Complete deployment migration plan
Answer: E (LEAVE A REPLY)

NEW QUESTION: 67

Universal Containers has recently implemented and released CPQ to users in their production environment.
After an extensive testing Cycle in a sandboxed environment.
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 quotes in the production environment for the first time. What could have caused this issue?

A. The User did not execute post-installation scripts upon their first login to CPQ.
B. The User did not have the proper access to the Opportunity Product object.
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 (LEAVE A REPLY)

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field. Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there. References:
https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1
https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1 In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucial for the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

NEW QUESTION: 68

A revenue cloud customer has posted a cash payment that was created on account A by mistake.what are the steps to apply this to the correct invoice on account B?

A. Allocate the payment to an invoice on account B

B. Allocate the payment if allocated,create a refund and then create a new payment foraccount B
C. Allocate the payment if allocated and reparent the payment to account B
D. Set the payment status to canceled and create a new payment on account B
Answer: B (LEAVE A REPLY)
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:
Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.
Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.
Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B.
It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.
Reference:
Use Payments to Correct Errors on Posted Refunds - Salesforce
Make a Payment on an Invoice - Salesforce
Payments and Credits - Salesforce

NEW QUESTION: 69
One of the automations implemented was to set every new quote created as "primary "atthe time of creation in order to save clicks.users immediately began to report errors whentrying to create in the production environment for the first time.what could have causedthis 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: D (LEAVE A REPLY)
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

NEW QUESTION: 70

A revenue cloud customer has posted a cash payment that was created on account A by mistake.what are the stepsto apply this to the correct invoice on account B?

A. Allocate the payment to an invoice on account B

B. Allocate the payment if allocated,create a refund and then create a new payment foraccount B

C. Allocate the payment if allocated and reparent the payment to account B

D. Set the payment status to canceled and create a new payment on account B

Answer: B (LEAVE A REPLY)

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Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.

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It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity ofthe account's payment history.

References:

Use Payments to Correct Errors on Posted Refunds - Salesforce

Make a Payment on an Invoice - Salesforce

Paymentsand Credits - Salesforce

NEW QUESTION: 71

Universal containers recently migrated legacy contracts and subscriptions into salesforcein order to facilitateamendments and renewals in CPQ.however,sales users are gettingthe 'attempt to de-reference a null object' error when amending the legacy contract.Whatis the most likely cause for the error?

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

B. Methodrequired fields are missing or incorrectly populated on the legacy contract and subscription data

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 72

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?

A. Subscriptions
B. Assets
C. Quote
D. Order
E. Order Product.
Answer: A,B (LEAVE A REPLY)
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. References:
Migrate Legacy Data to Salesforce CPQ
[Assets]
[Subscriptions]

NEW QUESTION: 73
Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?
A. Same product names with different Term length
B. Same products with different serial numbers
C. Same product names with different attribute values
D. Same product names commonly found in the same bundle
E. Same product names with different bulk discount levels
Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 74
Our customer is headquartered in the US but has operations in Germany. The Germanoperation has CPQ installed in their own EU instance of salesforce. Which service regionshould be defined for the Europeans instance of CPQ in order to optimize calculationperformance?
A. japan
B. Europe
C. North America
D. Server region has no performance impact

E. Australia
Answer: (SHOW ANSWER)

NEW QUESTION: 75
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?
A. Review status.salesforce.com to determinerefresh 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 (LEAVE A REPLY)
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.
Determiningwhether 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.
References
Test New Releases in a Sandbox Unit | Salesforce Trailhead
Salesforce Introduces Revenue Cloud to Help Businesses Accelerate ...

NEW QUESTION: 76
Which Revenue Cloud Feature can` be customized to provide an aggregated view of thecurrent goods and services on a contract?
A. Amendments
B. Orders
C. Subscriptions
D. Renewals
E. Customer Asset LifeCycle Management(CALM)

Answer: C (LEAVE A REPLY)
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. References:
https://www.salesforce.com/au/products/revenue-lifecycle-management/
https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features

NEW QUESTION: 77
You are implementing the Design Document for a large Enterprise Revenue Cloudprojecthaving multiple lookup price rules supporting a complex pricing requirement in the Buildphase. During construction the customer discovers additional logic and external datastores that need to be incorporated in order to achieve the correct pricing in a particular setof use cases. You estimate the lookup price rules will need to be modified, additional ruleswill need to be created and API development will beneeded. As an Implementationconsultant what is the appropriate course of action that should take in this predicament?
A. Communication to the customer ongoing adjustment can be made as long as we're inthe build phase.
B. Implement the lookup price rules immediately then review with the solution Architect.
C. Communicate these changes to the project manager who will evaluate the impact toscope, timeline and budget them determine the next course of action

D. Consult with the solution Architect first who will expedite the updates to the designdocuments, then implement the changes immediately.
E. Gather more details, if it requires a low level of effort then implement immediatelybefore starting the next sprint, Otherwise Complete on the subsequent sprint.
Answer: (SHOW ANSWER)
According to the Salesforce Revenue Cloud Implementation Guide, any changes to the design document during the build phase should be communicated to the project manager, who will assess the impact of the changes on the project scope, timeline, and budget. The project manager will then decide whether to accept, reject, or defer the changes, and update the project plan accordingly. This is the best practice to ensure that the project is delivered on time, on budget, and with the expected quality and functionality.
Implementing the lookup price rules immediately without consulting the project manager or the solution architect could result in errors, inconsistencies, or conflicts with the existing design or other components of the solution. It could also cause delays or rework if the changes are not aligned with the customer's expectations or requirements. Therefore, option B and option E are not appropriate.
Consulting with the solution architect first could help to expedite the updates to the design document, but it would still require the approval of the project manager and the customer before implementing the changes.
Therefore, option D is not sufficient.
Communication to the customer that ongoing adjustments can be made as long as we are in the build phase could create confusion or unrealistic expectations about the project scope and timeline. It could also undermine the credibility and authority of the project manager and the solution architect, who are responsible for managing the project and ensuring the quality of the solution. Therefore, option A is not advisable.
References:
* 1: Salesforce Revenue Cloud Implementation Guide, page 17
* 2: Lookup Price Rule query considerations with Salesforce CPQ 3

NEW QUESTION: 78
Which feature is needed to split Order Products into different Invoice runs?
A. Invoice Group
B. Invoice Batch
C. Order by Group
D. Order by Quote Line Group
Answer: (SHOW ANSWER)
In Salesforce Revenue Cloud, the feature needed to split Order Products into different Invoice runs is the Invoice Group. The Invoice Group field on the order product is used to define more levels of grouping. After the invoice run groups order products by their billing account and payment terms, it then considers the order's invoice grouping. This process is

useful for invoicing certain types of order products separately from your other order products1.
Reference:
Grouping Order Products into Invoices - Salesforce
To split Order Products into different Invoice runs, the feature needed is "Invoice Group." Salesforce Billing allows for the customization of invoice groups, enabling the billing of order products that meet specific criteria separately. This functionality is particularly useful for separating invoices with different billing or payment terms and for consolidating several order products into a single invoice when needed. By defining an Invoice Group ID, users can control the invoicing process for order products more granularly, ensuring that invoicing aligns with business requirements.

NEW QUESTION: 79
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?
A. Experience in A Selling RoleWith Quota Responsibilities
B. Being Effective at planning monitoring and reviewing E).Having Deep Knowledge of competitor products
C. Understanding Design pitfalls and Migration actions tocourse correct
D. Excellent Communication Skills both verbal and written
Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 80
A consultant is creating a decision table using a predefined template for product eligibility and availability.
Which object types can the consultant use as evaluation criteria during product selection?
A. Product Relationship or Product Attribute
B. Product Qualification or Product Category Qualification
C. Product Price Book or Product Schedule
Answer: A (LEAVE A REPLY)

NEW QUESTION: 81
Which 3 documents help a revenue cloud consultantbetter understand the client'srevenue cloud project requirements before speakingfor the first time in a scopingsession?
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 latestrelease notes found at help salesforce.com>salesforce CPQ patch notes
D. An approval matrix documentation that describe theapprovals needed before a quoteis sent to the customer
E. The clients income statements and balance sheet
Answer: A,B,D (LEAVE A REPLY)

A Revenue Cloud consultant needs to understand the client's business, their products or services, and their sales process before they can effectively scope a Revenue Cloud project.
A: A sample proposal the client provides to their customers: This document can give the consultant insights into the client's current sales process, pricing strategies, and customer interactions1.
B: Brochures that provide detail to the products and services the client offers: These materials can help the consultant understand the client's product offerings, their unique selling points, and how they position themselves in the market1.
D: An approval matrix documentation that describes the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal approval processes, which is crucial for configuring the approval workflows in Revenue Cloud2.
C: The latest release notes found at help.salesforce.com>salesforce CPQ patch notes: While these notes are important for staying updated on the latest features and bug fixes in Salesforce CPQ, they may not directly help the consultant understand the client's specific project requirements3.
E: The client's income statements and balance sheet: While these financial documents can provide valuable insights into the client's financial health and performance, they may not directly contribute to understanding the client's Revenue Cloud project requirements1.
References: Salesforce Revenue Cloud documents1, Salesforce Approval Processes2, Salesforce CPQ Patch Notes3.

NEW QUESTION: 82
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: (SHOW ANSWER)
C) Lead with Business Requirements and Process123: This principle helps you understand the specific needs and objectives of the project, as well as the current and desired state of the business processes. It also helps you align the project scope with the business value and outcomes.
D) Think Transformation before Customization3: This principle helps you leverage the best practices and capabilities of Revenue Cloud, and avoid unnecessary or complex customizations that may increase costs, risks, and maintenance efforts. It also helps you embrace change and innovation, and optimize your revenue operations.
A) Alignment with customer on CPQ and Billing Terminology3: This principle helps you establish a common language and understanding of the key concepts and features of

Revenue Cloud, such as CPQ (Configure-Price-Quote), Billing, Subscription Management, etc. It also helps you avoid

NEW QUESTION: 83

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

A. internal initialization →on Initialization→ Before Calculate →calculate quantities→ OnCalculate→Price Waterfall Calculation→ After Calculate→calculate formulas

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

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 84

A sales rep needs to renew multiple assets. Some assets will be renewed at the same prices, so negotiations are unnecessary and the rep can directly create a renewal order. Some assets need to be renewed at higher prices, so the rep needs to create a quote for negotiation. When the sales rep starts the renewal process, they are not able to choose whether to create a quote or an order.

How should a Revenue Cloud Consultant address the sales rep's issue?

A. Change the Revenue Cloud settings to allow renewal quote and order creation.

B. Customize the Manage Asset component to allow renewal quote and order creation.

C. Override the standard Salesforce flow to allow renewal quote and order creation.

Answer: (SHOW ANSWER)

NEW QUESTION: 85

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 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: (SHOW ANSWER)

The three design examples that will negatively impact the scale and performance of the Revenue Cloud implementation are:

A) Multiple automation types (trigger/workflows,flows) on a single object: Having multiple automation types on a single object can lead to complex and inefficient processes. This can slow down the system and negatively impact the performance and scalability of the Revenue Cloud implementation1.
B) External API calls within the pricing sequence: Making external API calls within the pricing sequence can introduce latency and potential points of failure. This can slow down the pricing process and negatively impact the performance and scalability of the Revenue Cloud implementation1.
C) Extensive use of quote line custom fields: Using a large number of custom fields can increase the complexity and size of the data model. This can slow down queries and negatively impact the performance and scalability of the Revenue Cloud implementation1.
Reference:
https://trailhead.salesforce.com/content/learn/modules/scalability-with-salesforce/understand-scalability-at-salesforce Design examples that can negatively impact the scale and performance of the Revenue Cloud implementation include using multiple automation types on a single object, making external API calls within the pricing sequence, and extensively using custom fields on quote lines. Multiple automations on a single object can lead to complex logic processing and increased execution times, impacting overall system performance. External API calls within pricing sequences can introduce latency and potential points of failure, affecting the responsiveness and reliability of pricing calculations. Additionally, an excessive number of custom fields on quote lines can increase the data load and processing time during quote generation and manipulation, further degrading system performance. These design considerations are critical for maintaining optimal performance and scalability in Revenue Cloud implementations.

NEW QUESTION: 86
What Planning Strategies Should be taken to Make User AcceptanceTesting(UAT) efficient?(Choose 3 options)
A. Execute all tests on behalf of the customer
B. Define and agree on acceptance criteriawith customer
C. Issue change orders for all incidents that arise during testing
D. Train UAT testers on the new functionality
E. Finalize test plans before the build Phase completes
Answer: (SHOW ANSWER)
User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performedin a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:

Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases.
Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12 Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the businessprocesses and workflows that the software supports, as well as the new features and enhancements that are being tested. Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand theexpected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34 Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software.
Finalizing the test plans before the build phase completes ensures that the UAT phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment. It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6] References:
Learn About User Acceptance Testing
User Acceptance Testing Strategies for Large Data Volume Scenarios
5x Salesforce Professional Revenue Cloud Tests 2023
A Guide to Salesforce User Testing (UAT)

NEW QUESTION: 87
Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object.Which is the most efficient solution.
A. Create a cross object formula field on the opportunity line item to reference ARR cdata SBQQ QuoteLine C.
B. Create ARR c on the opportunity Line item object,Matching the field configurationof ARR c on SBQQ QuoteLine C.
C. Create ARR c on the opportunity Line item object,and create a flow to copy the valuefrom ARR c on SBQQ QuoteLine C.

D. Create ARR c on the opportunity Line item object,and create a price rule to copy thevalue from ARR c on SBQQ QuoteLine c on opportunity Product.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 88
During Scoping the customer indicated that they neededcustomization to salesforce CPQDue to a process in a legacy system what is the first stepin ensuring the requirement isAccounted for in Scoping?
A. scope additional project hours for customization
B. Make it optional Scope with possible change order during the project
C. scope in developer resource for customization
D. Ask follow up questions to ensure legacy process has business justification
Answer: (SHOW ANSWER)

NEW QUESTION: 89
A revenue cloud user story for a subscription-based company looking to replace theirlegacy system states "as a pricing manager,bulk discounts will include previouslypurchased quantities for pricing calculations on thequote in order to reward loyal customers. What should be included in the design of this solution?
A. Contracts, subscriptions and assets should be populated with historical data
B. Legacy orders and invoice should be migrated
C. Discount schedules withcross orders checked
D. customaction to retrieve purchased quantities from an external source
E. use a summary variable targeting the subscription object with a price rule
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 90
Which 3 objects are updated when posting an invoice?
A. Invoice
B. Order Product
C. Quote
D. Quote Line
E. Invoice Line
Answer: A,B,E (LEAVE A REPLY)

NEW QUESTION: 91
Our customer is headquartered in the US but has operations in Germany. The Germanoperation has CPQ installed in their own EU instance of salesforce. Which service regionshould be defined for the Europeans instance of CPQ in order to optimize calculationperformance?
A. Australia

B. Europe
C. japan
D. North America
E. Server region has no performance impact
Answer: (SHOW ANSWER)

NEW QUESTION: 92
What is the successful exit criteria that completesthe User Acceptance Testing (UAT) phase?
A. Customer Acceptance sign off
B. Complete deployment migration plan
C. A Change Order
D. A Design Document
E. Migration from Sandbox to Production
Answer: A (LEAVE A REPLY)
INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable12. It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:
Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story12.
Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten12.
Valuable: A user story must deliver value to the end user12.
Estimable: You must always be able to estimate the size of a user story12.
Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.
Testable: The user story or its related description must provide the necessary information to make test development possible12. References: 12

https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/
https://blog.logrocket.com/product-management/writing-meaningful-user-stories-invest-principle/

NEW QUESTION: 93

A user reports they are unable to see the Managed Asset Viewer on Account record pages A Revenue Cloud Consultant investigates and confirms that the Managed Asset Viewer component has not been added to the Account record page How should the consultant ensure that users can view and edit asset data using the Managed Asset Viewer?

A. Verify that the user has the Revenue Lifecycle Management license. Then, enable the Assets-related list on the Account record page to show the Managed Asset Viewer

B. In Lightning App Builder, drag the Managed Asset Viewer to the Account record page. Select the checkbox to show the side panel when a user clicks a record link.

C. Assign the user a permission set that grants Read access to Account record pages and Read access to Assets. Next, drag it onto the Account page layout.

Answer: (SHOW ANSWER)

NEW QUESTION: 94

Universal Containers sell boxes based on size, Price for a specific product is based on theselection of length and width and height, which cpq pricing functionality should be usedhere?

A. Percent oftotal

B. Multi Dimensional Quoting

C. Discount Schedule

D. Price Rule with lookup table

Answer: B (LEAVE A REPLY)

Multi Dimensional Quoting (MDQ) is a pricing functionality in Salesforce CPQ that allows you to break a long subscription into smaller segments, such as months, quarters, or years, and apply different quantities, discounts, or uplifts to each segment. This way, you can offer flexible and customized pricing to your customers based on their needs and preferences. For example, if you sell boxes based on size, you can use MDQ to create a quote with different prices for different dimensions of the boxes, such as length, width, and height. You can also adjust the prices for each dimension based on the duration of the subscription, such as offering a lower price forthe first year and a higher price for the second year. MDQ helps you to create complex and dynamic quotes with ease and accuracy, and increase customer satisfaction and loyalty. References:

Create a Multidimensional Quote

Revenue Management Platform & CPQ Solution

Explain Multi Dimensional Quoting (Price Dimension) in Salesforce CPQ

NEW QUESTION: 95

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. 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 quotes in the production environment for the first time. What could have caused this issue?

A. The User did not execute post-installation scripts upon their first login to CPQ.
B. The User did not have the proper access to the Opportunity Product object.
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 (LEAVE A REPLY)

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper access to the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field. Therefore, the most likely cause of the issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there. Reference:
https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1
https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1 In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucial for the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as "primary" at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

NEW QUESTION: 96

What are three key characteristics of an implementation partner leading arevenuecloud 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: D,E (LEAVE A REPLY)
Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.
Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track.
It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.
Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during theimplementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.
While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION: 97
An issue is reported during User Acceptance Testing (UAT).
Which initial steps should the implementation team take to ensure efficient resolution and proper resource allocation?
A. Prioritize the issue based solely on its impact on project timelines, fixing any issue that is easy to fix and deferring any deep investigation into its root cause.
B. Conduct root cause analysis for the issue to determine if it's a legitimate defect, a user training gap, or a new feature request, then route it to the appropriate team.
C. Assume it is a legitimate defect and assign any identified issue directly to the development team so they can fix and deploy the solution.
Answer: (SHOW ANSWER)

NEW QUESTION: 98
Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle. The CPQ admin has created a product rule to handle this requirement.
What should the evaluation event of the product rule be set to?
Answer:

Load universal containers has recently implemented and released CPQ to users in their production environment,after an extensive testing cycle in a sandboxed environment .

NEW QUESTION: 99
Which 3 objects are updated when posting an invoice?
A. Order Product
B. Quote
C. Invoice Line
D. Quote Line
E. Invoice
Answer: (SHOW ANSWER)
Order Product: The status of the Order Product is updated when the corresponding Invoice Line is posted. The fields such as 'Invoice Run Processing Status', 'Next Billing Date', 'Next Charge Date', and 'Last Charge To Date' are updated for the next period1.
Invoice Line: The Invoice Line object is updated when an invoice is posted. This includes locking the Invoice Line from further changes and finalizing the agreement represented by the invoice2.
Invoice: The Invoice object itself is updated when an invoice is posted. This includes changing the status of the invoice from 'Draft' to 'Posted', which locks the invoice from further changes and makes it ready for revenue recognition reporting2.
It's important to note that posting an invoice finalizes the agreement and prevents deletion of the invoice or any of its invoice lines. This ensures that your organization always has a record for legal and bookkeeping purposes2.
Reference:
Posting Invoices - Salesforce
Best Practices to Implement Invoice Runs With Salesforce Billing
Unable to Post an Invoice that is in Draft Status - Salesforce
Cancel or Post Invoice Lines in Draft status while Invoice ... - Salesforce

NEW QUESTION: 100
What arethree reasons to establish a governance structure as part of your Revenue Cloud project?
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: (SHOW ANSWER)
The reasons for establishing a governance structure as part of your Revenue Cloud project include:
B: To establish a communicationplan 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 timelyresolution 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 theorganized 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 SalesforceRevenue Cloud, where coordination, clear communication, and defined responsibilities are fundamental for success.

NEW QUESTION: 101
What are three risks when using too many cross object formula fields in aRevenue Cloud Project?
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 (LEAVE A REPLY)
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 inaccuratepricing, 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 thedata 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 ofcross 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.

References:

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

2: Salesforce CPQ Quote Calculation Stages [8]

3: What Is a Cross-Object Formula? - Salesforce [9]

4: Tips for Reducing FormulaSize and Complexity - Salesforce [10]

5: Formula Field Limits - Salesforce [11]

NEW QUESTION: 102

How does Hold Billing work?

A. It suspends invoicing for that order product until the field is set to "no", Invoices lineswill be created to account for the time when hold billing was set to "yes"

B. It Prevents invoice document generation and stops email notificationsfrom going outto the customer.

C. The Hold Billing field is set to "yes" until the order is activated. Upon order activationthe field will be automatically set to "no".

D. It suspends invoicing for that order product until the fieldis set to "no", Invoices lineswill be created only for invoices after hold billing was set to "yes".

Answer: A (LEAVE A REPLY)

NEW QUESTION: 103

A cloud storage company offers a subscription service where customers pay a base platform fee plus charges based on the amount of data they consume (measured in gigabytes per month). The company is launching a new, more complex Enterprise tier that includes different rates for storage, data transfer, and API calls with prices that decrease as usage volume increases (tiered pricing). The company needs an automated solution to manage the entire lifecycle of its consumption based products How should a solution architect use Revenue Cloud to solve the company's challenges with selling and managing its consumption based products?

A. By building a custom solution with Apex and custom objects to store raw usage data and run complex batch jobs to calculate the monthly charges for each customer

B. By leveraging Digital Wallet Management Consumption to sell usage products, manage the lifecycle and rate cards for each usage product, and track product draw downs over time
C. By using Usage Management to automatically ingest, aggregate, and rate consumption data against the products and pricing schedules defined in the Salesforce Product Catalog
Answer: C (LEAVE A REPLY)

NEW QUESTION: 104
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?
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: C,D,E (LEAVE A REPLY)
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.

NEW QUESTION: 105
Should Bundles be a scoping topic of discussion as part of a CPQ project?
A. Yes, bundle configuration is a necessary part of CPQ and it should always beimplemented.
B. Yes, bundle Configuration should be introduced and it's up to the customer to decidewhether they need it or not.
C. No, if the customer is not using bundle configuration currently, they won't need it in thefuture.

D. No, it is safe toassume that the customer doesn't need bundle configuration unless it'sbrought up specifically.

Answer: (SHOW ANSWER)

In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested1. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from1. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences2. Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer2. References Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION: 106

An invoice run with a target date of 6/1/20 has completed with no errors.an orderproductwith a next billing date of 6/1/20 did not generate an invoice line.which of the following ields might hold a value that would account for this?

A. Billing type

B. Next change date

C. billing account

D. Billing day of month

E. Invoice run processing status

Answer: (SHOW ANSWER)

In Salesforce Revenue Cloud, the "Billing Day of Month" field can affect whether an invoice line is generated for an order product1. The system evaluates several fields to calculate an order product's next billing date1. If the order product is billed in advance, Salesforce evaluates the order's billing day of month to choose the nearest date on or before the order product's start date1. If the order product is billed in arrears, Salesforce evaluates the order's billing day of month to choose the nearest date after the order product's start date1. Therefore, if the "Billing Day of Month" does not match with the next billing date of the order product, it might prevent the generation of an invoice line1. References

* Understanding Next Billing Date - Salesforce

NEW QUESTION: 107
Universal Containers (UC) sells complex Enterprise Connectivity Suites made up of physical hardware, cloud software, and services. Each component demands a unique fulfillment process, but UC's current system's uniform order treatment leads to delays and errors in tailored delivery. UC needs to break down these complex orders, apply custom fulfillment plans for each distinct product, and ensure a tailored delivery experience.
Which Revenue Cloud capability should solve UC's problems with accurate order fulfillment?
A. Product Configurator
B. Salesforce Experience Cloud for customer portals
C. Dynamic Revenue Orchestrator (DRO)
Answer: C (LEAVE A REPLY)

NEW QUESTION: 108
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?
A. Excellent Communication Skills both verbal and written
B. Experience in A Selling RoleWith Quota Responsibilities
C. Understanding Design pitfalls and Migration actions tocourse correct
D. Being Effective at planning monitoring and reviewing
E. Having Deep Knowledge of competitor products
Answer: (SHOW ANSWER)

NEW QUESTION: 109
A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?
A. Unallocate the Payment if allocated,create a refund and then create a new payment forAccount B
B. Unallocate the payment if allocated and reparent the payment to Account B
C. Allocate the Payment to an invoice on Account B.
D. Set the payment status to cancelled and create a new payment on Account B.
Answer: (SHOW ANSWER)
In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the appropriate steps to correct this would be to first unallocate the payment if it has been allocated. This means that the payment is no longer linked to any particular invoice or order1. Once the payment has been unallocated, a refund should be created for

the incorrect payment1. After the refund has been processed, a new payment can then be created for the correct account (Account B in this case)1. This ensures that the payment is correctly associated with the right account and invoice1. Reference Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

NEW QUESTION: 110

What planning strategies should be taken to make user acceptance testing (UAT)Efficient?

A. Execute all tests on behalf of the customer

B. Define and agree on acceptance criteria with customer

C. Issue change orders for all incidents that arise during testing

D. Train UAT testers on the new functionality

E. Finalize test plans before the build Phase completes

Answer: B,D,E (LEAVE A REPLY)

For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is awidely recognized best practice in UAT planning and execution in software development and implementation projects.

NEW QUESTION: 111

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

A. * PricebookIDs

* Catalog IDs

* Category IDs

B. * Product2IDs

* Catalog IDs

* Category IDs

C. * Catalog IDs

* ProductClassification IDs

* Category IDs

Answer: (SHOW ANSWER)

NEW QUESTION: 112

When activating an order with a contract attached, the Revenue Cloud sates rep notices that the contract does not have the attached assets.

What caused this to happen?

A. The sales rep did not manually create the Asset Contract Relationship object in order for the Contract to be linked to the Assets.
B. The Asset Contract Relationship toggle is not active in the Setup -> Revenue Settings -> Automatically create Asset Contract Relationship.
C. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 113
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?
A. Excellent Communication Skills both verbal and written
B. Experience in A Selling RoleWith Quota Responsibilities
C. Understanding Design pitfalls and Migration actions tocourse correct
D. Being Effective at planning monitoring and reviewing
E. Having Deep Knowledge of competitor products
Answer: A,C,D (LEAVE A REPLY)
The key characteristics of an implementation partner leading a revenue cloud scoping session are:
A: Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.
C: Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding thetechnical and business implications of design decisions and being able to anticipate and mitigate risks.
D: Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.
While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.
References:
https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION: 114
A customer would like to begin implementing Revenue Cloud to better manage their company s selling, fulfilling, and financial processing.

Which strategy should the company use for a successful Revenue Cloud implementation?
A. Assemble a team with expertise in QuotetoCash processes, create a phased plan covering core setup, and scoping for activities such as data migration and customization.
B. Prioritize the setup of developer tools like IDX Workbench and Postman, and focus primariry on custom Apex and Lightning Web Component development to meet unique business needs.
C. Immediately enable all Revenue Settings, create all user profiles, and assign all recommended permission sets to the System Administrator to accelerate the technical configuration.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 115
How can a Revenue Cloud Consultant create a new payment Method for a credit card thatwill be saved for future Payments?
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 (LEAVE A REPLY)
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.
Reference:

Create a Credit Card Payment Method
Payment Methods
Payments and Credits

NEW QUESTION: 116
Which corrective action should an admin take after noticing an error on a posted invoice?
A. Delete the invoice record, 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. Cancel and rebill, correct the order, create and post a new invoice.
D. credit the invoice, correct the order, create and post a new invoice
Answer: C (LEAVE A REPLY)
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.

NEW QUESTION: 117
What planning strategies should be taken to make user acceptance testing (UAT)Efficient?
A. Execute all tests on behalf of the customer
B. Define and agree on acceptance criteria with customer
C. Issue change orders for all incidents that arise during testing
D. Train UAT testers on the new functionalityFinalize test plans before the build Phase completes
Answer: B (LEAVE A REPLY)
For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is a widely recognized best practice in UAT planning and execution in software development and implementation projects.

NEW QUESTION: 118
Which 3 Customer Teams Should be invited to participate in scoping revenue cloudproject?
A. Information Technology

B. Sales operations
C. Accounting and finance
D. Customer Service
E. Human Resource
Answer: A,B,C (LEAVE A REPLY)
When scoping a Revenue Cloud project, it's essential to involve key customer teams that will be impacted by or contribute to the implementation. These teams typically include Information Technology, which will handle the technical aspects of the implementation; Sales Operations, which is responsible for the processes and strategies surrounding the sales efforts; and Accounting and Finance, which will manage billing, invoicing, and financial reporting aspects of the solution. Involving these teams ensures that all necessary requirements are captured and that the solution aligns with the organization's technical capabilities and business processes.

NEW QUESTION: 119
When a sales user is amending assets, the amendment quote does not have a contract populated. What is the reason?
A. The Amendment operation has been started from the Contract.
B. The Amendment operation has been started from the Account.
C. The Amendment operation has been started after Renewal.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 120
An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?
A. Solution Architect
B. Project Manager
C. Technical Architect
D. Customer Success Manager
E. Developer
Answer: B (LEAVE A REPLY)
In a Salesforce Revenue Cloud project, the role primarily responsible for project success is the Project Manager1. The Project Manager is responsible for planning, overseeing, and leading projects from ideation through to completion2. This includes managing resources, coordinating with different teams, and ensuring that the project is completed on time and within budget2.
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 objectives1.
Reference:

What Does a Salesforce Project Manager Do? - Salesforce Ben
Learn About the Salesforce Admin Role - Trailhead

NEW QUESTION: 121
What planning strategies should be taken to make user acceptance testing (UAT)Efficient?
A. Execute all tests on behalf of the customer
B. Define and agree on acceptance criteria with customer
C. Issue change orders for all incidents that arise during testing
D. Train UAT testers on the new functionality
E. Finalize test plans before the build Phase completes
Answer: B (LEAVE A REPLY)
For User Acceptance Testing (UAT) to be efficient, it's crucial to have clear and agreed-upon acceptance criteria with the customer. This ensures that both parties have a mutual understanding of what constitutes a successful test outcome. Defining these criteria upfront helps streamline the testing process, as it focuses efforts on verifying that the system meets the business requirements and expectations. While the specific document reference for this answer isn't available in the provided Salesforce Revenue Cloud documents, this approach is awidely recognized best practice in UAT planning and execution in software development and implementation projects.

NEW QUESTION: 122
What is the most Scalable way to set the legal Entityon the Order Product and OrderProduct Consumption Schedule?
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 is saved.

Answer: D (LEAVE A REPLY)
A Flow is a scalable way to set the legal entity on the order product and order product consumption schedulebecause 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 productand 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 datathat 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. References:
Legal Entities
Automation Guidelines for Orders and Order Products
Flow Builder

NEW QUESTION: 123
A Revenue Cloud user story for aSubscription-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 inthe design of this solution?. (Choose 2 options)
A. Custom Action to retrieve Purchased quantities from an external source
B. Contracts,Subscriptions and Assets should be populated with historical data.
C. Use a summary variable targeting the subscriptionobject with a Price Rule.
D. Legacy Orders and invoices should be migrated
E. Discount schedules with Cross Orders checked.

Answer: B,E (LEAVE A REPLY)
To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:
Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer' s agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage- based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 References:
1: Revenue Management Platform & CPQ Solution - Salesforce.com US
2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel
- Salesforce
3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead
4: Discount Schedules - Salesforce
5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION: 124
A product designer is setting up a product bundle that consists of T-shirts and caps. They want to ensure customers can order a maximum of three T-shirts and three caps, but the total number of products should not exceed five.
How should the product designer set this up?
A. * Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three
* Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.
* Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.
B. * Define the local cardinality for T shirts with a minimum quantity of one and a maximum quantity of three.
* Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.

* Define two product groups: one that contains T-shirts and another that contains caps. Set the group cardinality for both groups with a minimum quantity of one and a maximum quantity of five.
C. * Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three.
Answer: A (LEAVE A REPLY)