Exam : **Revenue Cloud Consultant**

Title : Salesforce Certified
Revenue Cloud Consultant
Accredited Professional

Version : DEMO

1. 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 setoff 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 manag r who will evaluate the impact toscope, timeline and budget them determine the next course of action
D. Consult with the solution Architect first who w expedite the updates to the designdocuments, then implement the changes immediately.
E. Gather more details, if it requires a low le el of effort then implement immediatelybefore starting the next sprint, Otherwise Complete on the subsequent sprint.
Answer: C

2. 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

3. 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

4. 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

5. 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