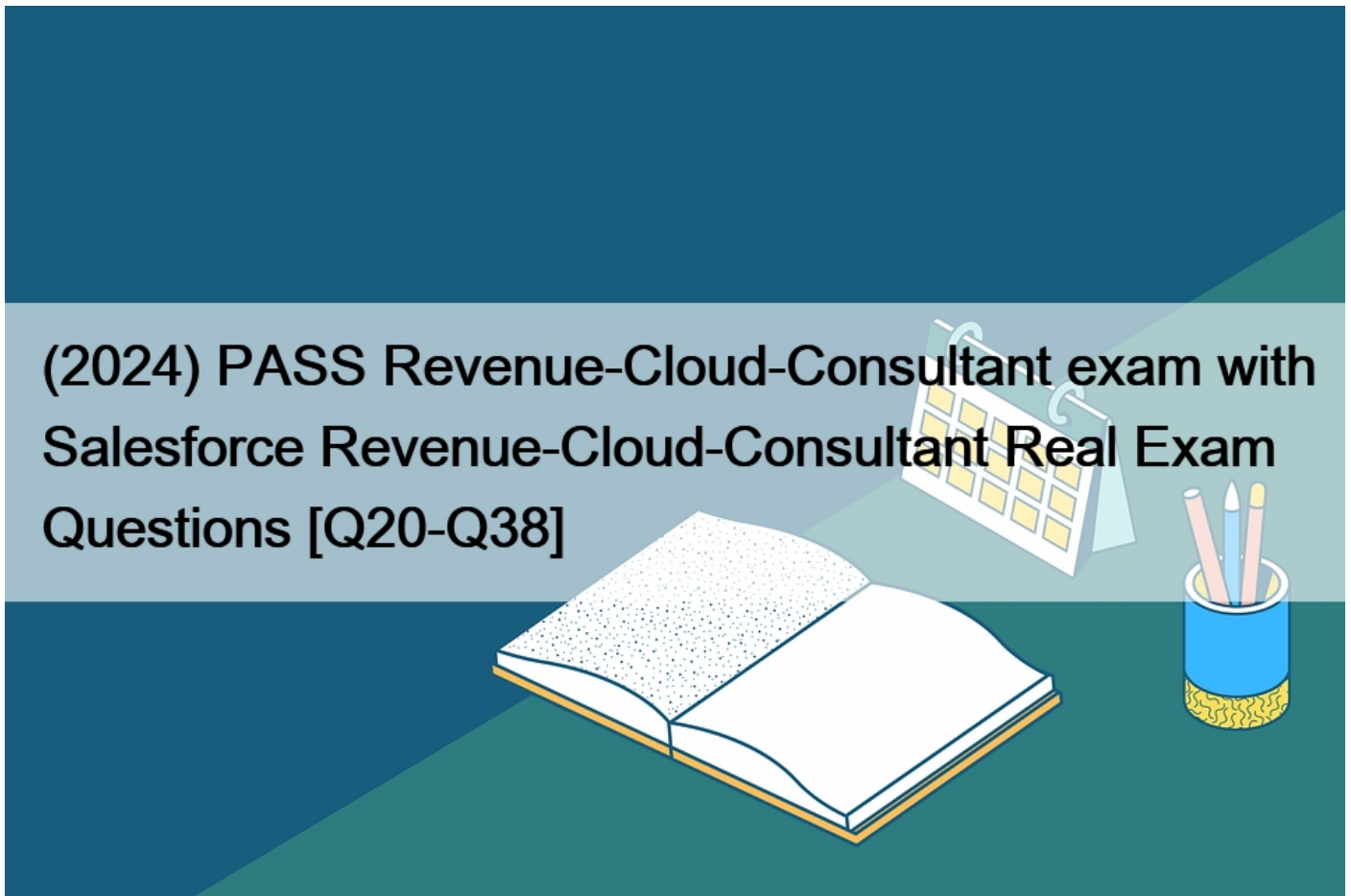


(2024) PASS Revenue-Cloud-Consultant exam with Salesforce Revenue-Cloud-Consultant Real Exam Questions [Q20-Q38]



(2024) PASS Revenue-Cloud-Consultant exam with Salesforce Revenue-Cloud-Consultant Real Exam Questions Real exam questions are provided for Revenue Cloud Consultant Certification tests, which can make sure you 100% pass

The Salesforce Revenue-Cloud-Consultant exam covers various topics, including revenue management, revenue recognition, pricing and product management, billing and collections, and revenue reporting and analysis. Revenue-Cloud-Consultant exam also assesses the candidate's ability to understand business requirements and translate them into revenue management solutions using Salesforce Revenue Cloud. Salesforce Certified Revenue Cloud Consultant Accredited Professional certification is ideal for professionals who work in revenue management and optimization, such as revenue managers, billing and collections managers, product managers, finance professionals, and consultants who specialize in revenue management. Salesforce Certified Revenue Cloud Consultant Accredited Professional certification is recognized globally and validates the candidate's skills and knowledge in revenue management using Salesforce Revenue Cloud.

Salesforce Certified Revenue Cloud Consultant Accredited Professional exam consists of 60 multiple-choice questions that must be completed within 105 minutes. Revenue-Cloud-Consultant exam is designed to test the candidate's knowledge of the Salesforce Revenue Cloud platform, including its features, capabilities, and best practices. Revenue-Cloud-Consultant exam also covers the

candidate's ability to design and implement revenue management solutions using Salesforce Revenue Cloud.

NEW QUESTION 20

What issue occurs if a product is missing a price book entry?

- * The product can not be added to a quote that uses the price book.
- * The product's price always starts at 0\$
- * The sales rep must manually enter a price for the product.
- * A price is randomly generated for the product.

NEW QUESTION 21

Which of the CPQ Product Fields is described here: Quantity in one batch for products sold in batches;

- * Hidden
- * Asset Conversion
- * Customer Community Availability
- * Batch Quantity
- * Exclude from Opportunity
- * Dynamic Pricing Constraint

NEW QUESTION 22

Which CPQ Setting regulated the following: manage the naming and organization of your quote's quote line groups and solution groups;

- * Group Package Settings
- * Pricing and Calculation Package Settings
- * Plug-in Package settings
- * Line Editor Package Settings

NEW QUESTION 23

Which type of CPQ Quote Template Layout item is should be used to achieve this: The columns in the Line Columns related list of your quote template determine which attributes to show in this table;

- * Custom
- * Line Items
- * HTML
- * QuoteTerms:TemplateBottom/Top

NEW QUESTION 24

Will the Start and End Dates field be stored in an Order Product record?

- * No
- * Yes

NEW QUESTION 25

True or False? The Renewal Model field gives you two ways to define how Salesforce CPQ tracks the products you quote and sell on your account.

- * FALSE

- * TRUE

NEW QUESTION 26

Which type of Price or Discount is described here: inherited from the contracted price, a custom price set by the Salesforce admin, or the list price. Pricing calculations start with this value.

- * Customer Unit price
- * Option Discounts
- * Prorate Multiplier
- * Special Price

NEW QUESTION 27

Which type of Price or Discount is described here: the unit price after all discounts are applied;

- * Prorate Multiplier
- * Option Discounts
- * Customer Unit price
- * Net Unit Price

NEW QUESTION 28

Which of the following is not a content layout that can be selected while creating Quote templates?

- * HTML
- * QuoteTerms:TemplateBottom/Top
- * Text
- * Custom
- * Line Items

NEW QUESTION 29

What's the easiest way for a sales team to create a technically viable quote?

- * Configuring a Bundle with error prevention logic.
- * Create a Validation Rule
- * Maintain a direct contact with Product Management

NEW QUESTION 30

If a representative was selling a bundle of hardware, what type of rule would prevent them from combining it with service for software?

- * Alert Rule
- * Workflow Rule
- * Validation Rule

NEW QUESTION 31

What Bundle Configuration Event must be set in this scenario: Bundles that inform later decisions in the sales process, such as what configurations are allowed for the next bundle that's added; this setting is

rarely used.

- * Edit

- * n/a
- * Add
- * Always

NEW QUESTION 32

True or False? Salesforce CPQ saves Quote records as PDFs by default.

- * TRUE
- * FALSE

NEW QUESTION 33

Which pricing field is described here: Result of distributor discount, set manually or through automation;

- * Regular Price
- * Net Price
- * Original Price
- * Customer Price

NEW QUESTION 34

To which field in the CPQ is the Product item mapped to?

- * Invoice Line
- * Quote Line
- * Order

NEW QUESTION 35

Which quote line price field represents the result of option discounts?

- * Original Price
- * Special Price
- * ListPrice
- * Customer Price

NEW QUESTION 36

How do you adjust the price of an existing subscription after you create an Amendment Quote?

- * Cancel the original subscription and replace it with new prices.
- * Change the discount%at the quote line level.
- * Change the discount%at the quote level.

NEW QUESTION 37

What can be used in nested bundles to expand the scope of options Salesforce CPQ considers when evaluating options in the configurator?

- * Product Actions
- * Workflow Rules
- * Selection Rules
- * Bundles

NEW QUESTION 38

True or False? Salesforce CPQ will automatically create contracts for quotes even if they contain only optional products.

- * FALSE
- * TRUE

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