

# **Salesforce**

## **REVENUE-CLOUD-CONSULTANT-ACCREDITED- PROFESSIONAL Exam**

**Salesforce Revenue Cloud Consultant Accredited Professional**

**Questions & Answers  
Demo**

# Version: 4.0

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**Question: 1**

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You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant 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 in the 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 to scope, timeline and budget then determine the next course of action
- D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint, Otherwise Complete on the subsequent sprint.

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**Answer: C**

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Explanation:

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**Question: 2**

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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 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.

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**Answer: A**

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Explanation:

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**Question: 3**

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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?

- A. Always
- B. Save
- C. Load and Edit

D. Load.

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**Answer: D**

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Explanation:

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**Question: 4**

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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 be implemented.
- B. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
- C. No, if the customer is not using bundle configuration currently, they won't need it in the future.
- D. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.

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**Answer: B**

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Explanation:

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**Question: 5**

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

- A. Percent of total

- B. Multi Dimensional Quoting
- C. Discount Schedule
- D. Price Rule with lookup table

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**Answer: D**

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Explanation: