Salesforce

Rev-Con-201-BC

Salesforce Certified Revenue Cloud Consultant

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Product Version

1. **Up to Date products, reliable and verified.**
2. **Questions and Answers in PDF Format.**

Latest Version: 6.0

Question: 1

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. The current solution with three separate price rules is the most optimal solution
B. It would be better to create separate quotes for each of the product families
C. 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
D. It would be better to use a single price rule with three price actions

Answer: D

Explanation:
Salesforce Revenue Cloud’s CPQ (Configure, Price, Quote) solution allows for the creation of price rules that can be used to performcalculations on quote lines. In this scenario, the CPQ admin has created three separate price rules, each using a summary variable to add the net total for quote lines belonging to a particular product family. While this solution works, it may not be the most optimal from a performance standpoint.
Option D suggests using a single price rule with three price actions. This would be more efficient because it reduces the number of price rules that need to be evaluated. Each price rule evaluation can consume system resources and potentially slow down the quote calculation process. By consolidating the three price rules into a single one withmultiple actions, the system only needs to evaluate one rule, which can improve performance.
It’s important to note that summary variables in Salesforce CPQ allow you to perform a math function on the collected values of a number field on the quote line, product option, subscription, or asset1. You can also create filters so that the summary variableevaluates only fields on records that match the filter values1. This functionality would still be available with a single price rule with multiple actions.
Reference
Summary Variable Fields - Salesforce
Revenue Management Platform & CPQSolution - Salesforce.com US
Quote Line Groups - Salesforce

Question: 2

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

Explanation:
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/

Question: 3

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

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

Answer: D

Explanation:
Salesforce Revenue Cloud allows businesses to automate key processes related to recurring revenuemodels1. The ‘Renewal Forecasted’ field should be checked as early as possible to allow for accurate forecasting and planning. This helps businesses anticipate future revenue and make informed decisions about resource allocation and strategy. On the other hand, the ‘Renewal Quoted’ field should be checked closer to the Contract End Date. This is because the quote for renewal is typically generated and sent to the customer near the end of the contract term, allowing for any changes in pricing, terms, or services to be included21. Reference
Revenue Cycle Management Software by Revenue Cloud - Salesforce
Salesforce Introduces Revenue Cloud toHelp Businesses Accelerate Revenue Growth Across Any Channel - Salesforce Sales
Manage Contracts and Renewals Unit | Salesforce Trailhead
A Guide to Recurring Revenue Enablement with Salesforce

Question: 4

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

A. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
B. Extracting from multiple sources takes additional resourcesand time to access and process
C. The creation of external objects will bypass the need for legacy data migration
D. The Amendments and Renewals process will be subject to customizations
E. Large volumes of data take a longer time to load.

Answer: A, B, E

Explanation:
Legacy data migration is a critical aspect of a Revenue Cloud implementation and certain considerations can indeed expand the project scope:
A . Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results: Data quality is a key factor in any data migration project. If the legacy data is fragmented or incomplete, additional effort will be required to aggregate and validate the data before it can be migrated to the new system1.
B . Extracting from multiple sources takes additional resources and time to access and process: If the legacy data resides in multiple sources, it can increase the complexity of the data extraction process. This can require additional resources and time, thus expanding the projectscope1.
E . Large volumes of data take a longer time to load: The volume of data to be migrated can significantly impact the time required for the data load process. Large volumes of data can take a longer time to load, which can extend the project timeline2.

C . The creation of external objects will bypass the need for legacy data migration: While creating external objects can help integrate external data sources with Salesforce, it doesn’t necessarily bypass the need for data migration. The data still needs to be accessible and in a format that Salesforce can understand3.
D . The Amendments and Renewals process will be subject to customizations: While amendments and renewals are important aspects of the CPQ process, they are not directly related to the data migration process3.

Question: 5

What does RASIC stand for?

A. Responsible, Actionable, Supporting, Informed, Consulted
B. Responsible, Actionable, Supporting, Informed, Communicate
C. React, Action, Support, Informed, Consulted
D. Responsible, Accountable, Supporting, Informed, Consulted

Answer: D

Explanation:
RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task’s completion:
R (Responsible): This is the task lead – the individual who is ultimately responsible for getting the job done. There should only be one person responsible.
A (Accountable): This is theperson, or people, who will approve or deny the task once it’s complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.
S (Supporting): The individual(s) in this role actively work on the task and helpthe person responsible.
I (Informed): The individual(s) in this role need to be informed of the task’s progress and any decisions being made. These are the people who need to know when the task is complete.
C (Consulted): People in this role offer adviceor guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews1.
Reference
Defining Roles and Responsibilities on a Project (RASIC) - NexightGroup

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