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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
Topic 2	<ul style="list-style-type: none">• Revenue Cloud Platform Concepts: This section of the exam measures the skills of Revenue Cloud Consultants and covers the foundational Salesforce features required to configure Revenue Cloud. It focuses on setting up flows, Lightning components, permission set licenses, and permission sets, while also identifying core platform capabilities such as Context Service, OmniStudio, the Business Rules Engine, and available APIs. The section also includes creating context-aware dashboards, selecting meaningful KPIs, and understanding the key Revenue Cloud objects, fields, and data relationships that support end-to-end revenue processes.
Topic 3	<ul style="list-style-type: none">• Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
Topic 4	<ul style="list-style-type: none">• Catalog Management: This section of the exam measures the skills of Product Catalog Administrators and covers understanding and applying the core concepts of Catalog Management. It includes selecting the correct out-of-the-box tools to structure and maintain a catalog and implementing catalog solutions based on given business scenarios to ensure accurate product organization and availability.

Topic 5	<ul style="list-style-type: none"> • Asset Management: This section of the exam assesses the skills of Asset Management Administrators, focusing on the concepts, capabilities, and applications of Salesforce Asset Management. It evaluates the ability to implement out-of-the-box solutions for managing assets throughout their lifecycle, ensuring that changes, renewals, and updates align with organizational requirements.
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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q85-Q90):

NEW QUESTION # 85

A global manufacturing company is implementing Revenue Cloud alongside Sales Cloud and Service Cloud.

The company's product catalog spans multiple business units and markets. The catalog must support reusable attributes, configurable product bundles, and governance controls to prevent inconsistent updates.

Stakeholders from product, sales, and IT are involved, but responsibilities need to be clearly defined to avoid bottlenecks and maintain catalog scalability. Which role assignments support long-term product catalog governance?

- A. Product Managers own all catalog activities end-to-end since they manage product decisions.
- B. Sales Operations manages attributes and classifications. Salesforce Administrator defines product bundles and hierarchy.
- **C. Catalog Administrator manages classifications and attributes. Product Designer defines product structures and bundles.**

Answer: C

Explanation:

According to Salesforce Help documentation on "Product Catalog Management Personas for Revenue Cloud," the correct role segregation for effective governance uses specialized personas with distinct responsibilities.

The Catalog Administrator role manages classifications, attributes, and the broader catalog governance structure, while the Product Designer role focuses specifically on defining product structures and bundle configurations.

The Catalog Administrator persona administers Product Catalog Management, integrates Product Catalog Management features with other systems, maintains data integrity, and assigns permission set groups to other admins who handle specific areas of catalog management. This role ensures consistent governance across business units and markets. They control attribute definitions, product classifications, and reusable components that span the organization.

The Product Designer persona works within the governance framework established by the Catalog Administrator, focusing on designing specific product structures, configuring bundled products, and defining component relationships. Product Designers inherit standardized attributes and classifications from the Catalog Administrator and apply them consistently when building product offerings.

Option A (Product Managers owning all activities) creates bottlenecks and violates segregation of duties principles. Option C (Sales Operations managing attributes and Salesforce Admin managing bundles) splits responsibilities in a way that leads to inconsistency.

The separation in Option B ensures that governance controls (classifications, attributes, reusability) are managed centrally by the Catalog Administrator while Product Designers execute within those controls, supporting scalability and preventing inconsistent updates across business units.

References: Salesforce Help - Product Catalog Management Personas for Revenue Cloud, Product Catalog Management Editions and Permission Sets documentation

NEW QUESTION # 86

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called 'Shipping Service'. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately.

What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Account
- **B. Order**
- C. Bundle

Answer: B

Explanation:

In Salesforce Revenue Cloud's Subscription Management and Order Fulfillment framework, Decomposition Scope determines how fulfillment requests are grouped during the decomposition process. If the goal is to group multiple commercial products (and their technical/fulfillment counterparts) from different bundles within the same order into a single shipment, the appropriate scope is "Order".

Using Order-level Decomposition Scope ensures that all applicable products within the same order are processed as a single unit for fulfillment, which is ideal when shipping coordination is needed across bundles or product lines. This avoids generating multiple shipments for each product or bundle, thereby streamlining logistics and enhancing customer experience.

Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use 'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:

Subscription Management Implementation Guide

Salesforce Order Management Configuration Guide

Revenue Cloud Fulfillment Architecture Notes

NEW QUESTION # 87

A pricing administrator needs to set up pricing so that a calculated discount is spread evenly across all line items in a quote or order. How should the pricing administrator set up the pricing correctly?

- A. Add and configure the Formula Based Pricing element with a formula to add an ItemTotalPrice context tag.
- **B. Add and configure the Discount Distribution Service element as the last step of pricing procedure.**
- C. Add and configure the Aggregate Price element with a SUM function to add discounts for all lines.

Answer: B

Explanation:

The Discount Distribution Service (DDS) element is the correct pricing element for spreading calculated discounts evenly across quote or order line items. According to Revenue Cloud Pricing documentation, the Discount Distribution Service element allows administrators to apply discounts at the quote header level and automatically distribute those discounts across eligible line items.

The Discount Distribution Service supports multiple distribution methods: equal distribution (where the discount is divided equally across all lines) and proportional distribution (where the discount is allocated based on line item values). It accepts various discount types including dollar amounts, percentages, and target overrides. The element also supports enforcement of minimum unit prices and tracks remaining discount amounts that couldn't be applied due to price floor constraints.

Critically, the DDS element must be positioned as the LAST element in the pricing procedure. This placement ensures that all other pricing calculations are completed before discount distribution occurs. The element configuration requires mapping input variables (header and line item fields including discount type, discount value, distribution logic, and line item pricing) and output variables (resulting discount values, net unit prices, and remainder amounts).

Option A (Formula Based Pricing) is used for custom price calculations but not specifically for discount distribution. Option B (Aggregate Price with SUM) aggregates values but doesn't provide the specialized discount distribution logic and controls that DDS provides. Only the Discount Distribution Service element provides the declarative, out-of-the-box capability to spread calculated discounts evenly across multiple line items.

References: Salesforce Help - Understand Pricing Elements, Discount Distribution Service Implementation, Revenue Cloud Pricing Procedures documentation

NEW QUESTION # 88

A product administrator is tasked with creating a Work Anywhere software bundle that has two components. The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price. What should the product administrator set for the quantity scaling method for each of the bundle components?

- A. VPN License = Proportional, Classroom Training = None
- B. VPN License = None, Classroom Training = Proportional
- **C. VPN License = Proportional, Classroom Training = Constant**

Answer: C

Explanation:

Explanation (150-250 words)

* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional. Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale = Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled = True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

* Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).

* Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.

* Bundled = True: option price is included in bundle price.

Key Steps (concise)

* Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional

* Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True References

(document/source names only; no links)

* Salesforce CPQ Implementation Guide - Product Bundles and Options

* Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)

* Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

NEW QUESTION # 89

An order fulfillment orchestrator designer is setting the decomposition scope to Order Line Item at the product record level. The designer created the necessary decomposition rules in a Dynamic Revenue Orchestrator (DRO)-enabled sandbox. To test the changes, an order is created with line items that have the same product for which the decomposition rules exist.

What will happen when the order is activated?

- A. For every order line item that decomposes, a single instance of the fulfillment order line item is created combining all order items.
- **B. For every order line item that decomposes, one instance of the fulfillment order line item is created per order item.**
- C. For every order line item that decomposes, multiple instances of the fulfillment order line item are created per order item.

Answer: B

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide (Dynamic Revenue Orchestration):

* "Decomposition scope determines how order data is split into fulfillment records."

* "When the decomposition scope is set to Order Line Item, the system creates one fulfillment order line item per decomposed order line."

* "If multiple order lines reference the same product, each is decomposed independently according to its line-level data."

* "Combining order lines into a single fulfillment record only occurs when decomposition scope is at the Order level." Step-by-Step

Reasoning:

* Configuration: Decomposition scope = Order Line Item

* Behavior: Each order line item triggers its own decomposition and fulfillment record.

- * Result: One fulfillment line per order line (independent of product similarity).
- * Why A is Correct: Matches the expected behavior of the Order Line Item decomposition scope.
- * Why B and C are Incorrect:
- * B: Multiple fulfillment records per order item contradicts "one per line" rule.
- * C: Combines all items - behavior of "Order" scope, not "Order Line Item" References :
- * Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration: Decomposition Rules and Scopes
- * Salesforce Billing Implementation Guide - Fulfillment Line Item Creation Logic

NEW QUESTION # 90

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