Salesforce Rev-Con-201過去問題、Rev-Con-201認定資格試験問題集

人生にはあまりにも多くの変化および未知の誘惑がありますから、まだ若いときに自分自身のために強固な基盤を築くべきです。あなた準備しましたか。Tech4ExamのSalesforceのRev-Con-201試験トレーニング資料は最高のトレーニング資料です。IT職員としてのあなたは切迫感を感じましたか。Tech4Examを選んだら、成功への扉を開きます。頑張ってください。

Salesforce Rev-Con-201 認定試験の出題範囲：

トピック	出題範囲
トピック 1	• 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.
トピック 2	• 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.

トピック 3	• 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.
トピック 4	• Configure, Price, Quote: This section of the exam measures the skills of CPQ Specialists and focuses on customizing product configurations using the Product Configurator tool. It includes applying pricing procedures to different business cases, validating product attributes, and generating precise customer quotes. The section also evaluates the ability to use Agentforce and other relevant tools to meet customer requirements effectively.
トピック 5	• Invoice Management: This section of the exam measures the abilities of Billing Specialists and covers the fundamental concepts and capabilities of Invoice Management. It includes implementing out-of-the-box solutions based on scenarios that involve generating, handling, and managing invoices as part of the organization revenue operations.

>> Salesforce Rev-Con-201過去問題 <<

Salesforce Rev-Con-201認定資格試験問題集、Rev-Con-201復習問題集

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Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q41-Q46):

質問 # 41
A Revenue Cloud Consultant is configuring Invoice Management for a multinational corporation operating in several countries, each with its own tax rules and invoicing regulations. The consultant must ensure that billing and tax calculations are applied correctly per region.
Which object should the consultant use to represent each regional business unit and define its specific billing and tax configurations?

- A. Billing Profile
- B. Legal Entity
- C. Billing Schedule Group

正解：B

解説：
Comprehensive and Detailed Explanation From Exact Extract:
In Salesforce Billing / Subscription Management, Legal Entity represents a company or business unit that:
* Has its own tax registration and compliance rules.
* Has distinct invoicing, numbering, and regulatory configuration.
* Can be associated with accounts, subscriptions, and invoices to drive proper taxation and formatting.
Billing Schedule Group (B) manages grouping of billing schedules, not legal/tax identity.
Billing Profile (C) is typically customer-facing configuration (e.g., billing preferences), not an internal regional legal entity.
References:

質問 # 42

A business is undergoing a digital transformation. As part of the process, sales leadership wants the contracting process fully digitized, including clause generation, redlining, e-signature, and related activities.
Which capability should the implementation consultant use?

- A. Document Builder
- B. OmniStudio Document Generation
- C. Salesforce Contracts Connector for Word

正解： C

解説：
Comprehensive and Detailed Explanation From Exact Extract:
Salesforce Revenue Lifecycle Management provides a modern contract lifecycle management experience using Salesforce Contracts Connector for Word, which enables:
* Contract document generation
* Clause insertion and management
* Redlining within Microsoft Word
* Integration with e-signature providers
* Tracking and syncing changes back to Salesforce
From the RLM Implementation Guide:
* "Salesforce Contracts Connector for Word allows users to generate agreements, manage clauses, and perform redlining directly within Microsoft Word."
* "Supports digital negotiation workflows and integrates with DocGen and e-signature." Why other options are incorrect:
* OmniStudio Document Generation is a legacy document output tool and does not support clause redlining or contracting workflows.
* Document Builder (older CPQ add-on) does not provide full CLM capabilities such as clause libraries, redlining, or negotiations.
References:Salesforce Revenue Lifecycle Management Implementation Guide - Contract Lifecycle Management; Contracts Connector for Word.

質問 # 43

In the context of a quote or order, the administrator needs to include a Product2 custom field for search.
What should the administrator do to accomplish this?

- A. Modify the Discover Products screen flow to add the Product2 custom field on the product list page container component.
- B. Use the Index and Search Configuration page to set the Product2 custom field as searchable and run Rebuild Index job.
- C. Add Product2 custom field as a new filter option in the Browse Catalog list view.

正解： B

解説：
To make a custom field on the Product2 object available for searching and filtering in the Product Discovery or Browse Products experience, the administrator must configure it using the Index and Search Configuration feature in Salesforce Revenue Cloud.
The correct process includes:
* Navigating to the Index and Search Configuration page.
* Selecting the Product2 object.
* Adding the custom field to the list of searchable fields.
* Running the Rebuild Index job to apply the changes.
This process ensures the custom field is indexed and usable in the search API and UI filters during quote or order product selection.
* Option A (list view filter) impacts UI sorting/filtering but not full-text search capability.
* Option C involves altering the Discover Products flow, which is not required if the goal is simply to enable search based on a field - and would introduce unnecessary complexity.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Product Discovery Setup Guide - "Index and Search Configuration":"To make custom fields on Product2 searchable in product discovery, configure the field in the Index and Search Configuration UI and then rebuild the search index."
* Salesforce CPQ Product Catalog Guide - "Custom Fields and Discovery Search":"After adding a field to searchable fields, it is

required to run the Rebuild Index job to enable the change." References:
Salesforce Revenue Cloud Product Discovery Guide
CPQ Implementation Guide - Product Catalog Configuration
Salesforce Index and Search Configuration Admin Tool

質問 # 44

What should a consultant use to create Renewal Opportunities and Quotes/Orders out of the box?

- A. Renewal Flow Templates
- B. Managed Apex classes
- C. Revenue Cloud Subscription Settings

正解：A

解説：

Renewal Flow Templates are the out-of-the-box solution for creating Renewal Opportunities and Quotes
/Orders in Revenue Cloud. Salesforce provides prebuilt flow templates specifically designed to automate the renewal process without requiring custom development.
According to Salesforce Help documentation on Flow Templates for Renewal Automation, Revenue Cloud includes the "Create and Update Renewal Opportunities" flow template. This template automatically creates renewal opportunities for forecasting purposes when assets are created, and keeps them synchronized when customers amend or cancel subscriptions. The flow template is triggered by platform events and uses standard Revenue Cloud invocable actions.
The renewal flow templates utilize the InitiateRenewal invocable action, which is a standard out-of-the-box Apex action provided by Salesforce. This action can create either renewal quotes or renewal orders based on specified parameters, and it properly links these transactions to renewal opportunities for accurate forecasting.
The flow templates handle the complexity of tracking asset end dates, calculating renewal amounts, and maintaining synchronization between assets and renewal opportunities.
Option A (Revenue Cloud Subscription Settings) is a configuration area but does not directly create renewal opportunities or quotes.
Option C (Managed Apex classes) would require custom development and is not the out-of-the-box approach. The Renewal Flow Templates provide a declarative, point-and-click solution that administrators can activate and customize using Flow Builder, making them the correct out-of-the-box tool for automating renewal opportunity and quote creation in Revenue Cloud.
References: Salesforce Help - Flow Templates to Automate Renewal Opportunity Creation and Asset Renewal, Summer '25 Release Notes for Revenue Cloud

質問 # 45

A medical device company manages its product information across multiple disconnected systems. Product specifications are stored in a dedicated Product Information Management (PIM) system, pricing is maintained in complex spreadsheets managed by the finance team, and sellable part numbers (SKUs) are mastered in the company's Enterprise Resource Planning (ERP) system.
How should a solution architect use Revenue Cloud to solve the company's data synchronization problems and streamline the process from quote to ERP fulfillment?

- A. By using an integration platform to sync data from the PIM, the pricing spreadsheets, and the ERP into Salesforce nightly, overwriting the Salesforce catalog each time
- B. By establishing the Salesforce Product Catalog as the single source of truth for all commercial products, pricing, and bundle configurations, and ensuring that downstream ERP systems consume this data for order fulfillment
- C. By creating custom objects in Salesforce to replicate the data structure of the PIM and ERP systems, and writing custom Apex triggers to keep the three systems aligned

正解：B

解説：

Salesforce Revenue Cloud recommends centralizing product, pricing, and configuration data within the Salesforce Product Catalog to act as the commercial system of record. This approach ensures that sales teams are quoting from a single, consistent catalog that reflects accurate SKUs, pricing, and configurations.
According to the Revenue Cloud Implementation Guides, this centralized model supports seamless quoting, bundling, discounting, and automated order and contract generation - all critical for streamlining the quote- to-cash process.
The ideal architectural approach is to establish Salesforce CPQ as the source of truth for all sellable items, with upstream data (e.g., from PIM and ERP systems) being normalized and integrated into the Salesforce Product Catalog, rather than allowing disparate systems to overwrite Salesforce data. This enables Salesforce to drive clean, validated quote generation, which can then be

integrated downstream to ERP for fulfillment and invoicing.

Creating custom objects (as in option B) increases technical debt and complexity, while overwriting Salesforce data nightly (option C) introduces risk, latency, and data integrity issues.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Salesforce CPQ Implementation Guide - "Product Catalog Best Practices":"Establish Salesforce CPQ as the system of record for commercial products, including pricing, configuration rules, and availability.

Use integration tools to populate product and pricing data from upstream systems such as ERP or PIM, ensuring consistency across quoting and order fulfillment processes."

* Subscription Management Implementation Guide - "Data Model Alignment and Synchronization":

"Ensure a single source of truth for product data by leveraging Salesforce's product and pricing model.

External systems should consume rather than overwrite Salesforce product catalog information."

* Billing Implementation Guide - "Integration Patterns for Order to Cash":"Salesforce should act as the authoritative quoting engine and drive orders into ERP for fulfillment. Product and pricing data should be managed in Salesforce to maintain quoting integrity."

References:

Salesforce CPQ Implementation Guide

Salesforce Billing Implementation Guide

Subscription Management Implementation Guide

Revenue Cloud Architecture Best Practices (Fall 2023 Release Notes)

質問 ＃46

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現在多くの会社では、特別なGAQM、EMC、ISC認証などを持っているなら、高い給料が得られています。我々の提供するRev-Con-201問題集はあなたに試験に順調に合格することができます。試験に参加する前に、我々の模擬問題集Rev-Con-201資料が必要です。この問題集を選択したら、あなたは100%試験に合格することができます。

Rev-Con-201認定資格試験問題集：https://www.tech4exam.com/Rev-Con-201-pass-shiken.html

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