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### Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
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Topic 1	<ul style="list-style-type: none"> <li>• <b>Asset Management:</b> 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Catalog Management:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Revenue Cloud Platform Concepts:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Contracts and Orders:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Invoice Management:</b> 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.</li> </ul>

## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q128-Q133):

### NEW QUESTION # 128

A company purchased Revenue Cloud. The project scope includes the entire Product-to-Cash lifecycle including Dynamic Revenue Orchestrator and Contract Lifecycle Management (CLM). As part of CLM, the company would like to perform internal and external collaborative redlining.

With which cloud computing provider does Salesforce need to integrate?

- A. Amazon Web Services (AWS)
- **B. Microsoft Azure**
- C. Google Cloud Platform (GCP)

**Answer: B**

Explanation:

Exact Extracts from Salesforce CLM and Revenue Cloud Documentation:

\* "Salesforce CLM leverages integration with Microsoft Azure for document storage and redlining via Microsoft Word Online."

\* "External and internal collaborative redlining uses Microsoft 365 capabilities hosted on Azure."

\* "This integration enables real-time co-authoring and version tracking directly within Salesforce." Step-by-Step Reasoning:

\* Requirement: Support for collaborative document redlining inside Salesforce CLM.

\* Underlying Provider: Salesforce CLM integrates with Microsoft Azure for Word-based collaboration.

\* Why B is Correct: Azure hosts the Microsoft 365 services used for real-time editing.

\* Why Others Are Incorrect:

\* A (GCP): Not used by Salesforce CLM for redlining.

\* C (AWS): Salesforce infrastructure runs on AWS in some regions, but CLM redlining is Microsoft-based.

References :

\* Salesforce Contract Lifecycle Management Implementation Guide - Microsoft Integration and Redlining

\* Salesforce Revenue Cloud Implementation Guide - CLM and Dynamic Revenue Orchestration Integration Overview

### NEW QUESTION # 129

An agreement was executed using Revenue Cloud's Contract Lifecycle Management (CLM) functionality, and obligations were created to track compliance for key clauses.

What is a reason to create the obligations?

- A. Obligations can be assigned Price Discounts to manage contract pricing agreements.
- B. Obligations can be assigned the Fulfilled status to ensure compliance.
- **C. Obligations can be assigned Owners and Tasks which helps track contractual commitments.**

**Answer: C**

Explanation:

In Salesforce Revenue Cloud's Contract Lifecycle Management (CLM) module, Obligations are used to track post-signature responsibilities and ensure compliance with contractual commitments. An obligation represents an actionable item tied to a contract clause, such as delivering a report, making a payment, or completing a follow-up.

One of the primary benefits of creating obligations is the ability to:

- \* Assign Owners (users or roles)
- \* Attach Tasks
- \* Set due dates, statuses, and related metadata

This allows organizations to track performance on obligations over the lifecycle of the agreement and maintain accountability.

- \* Option A is correct, as assigning owners and tasks is core to the obligation management model.
- \* Option B is partially correct but too narrow; the Fulfilled status is only one aspect of the obligation lifecycle.
- \* Option C is incorrect - price discounts are managed through pricing rules, not obligations.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CLM Implementation Guide - "Obligation Management": "Obligations allow contract owners to assign responsibilities to individuals and track their completion using tasks, due dates, and fulfillment status."

\* Revenue Cloud CLM Overview - "Post-Signature Lifecycle Features": "Use obligations to monitor compliance with agreed-upon clauses by assigning tasks to the appropriate business users." References:

Salesforce CLM Implementation Guide

Salesforce Revenue Cloud CLM Functional Overview

CLM Admin and Template Designer Documentation

### NEW QUESTION # 130

A Revenue Cloud Consultant is helping a customer service operations manager determine which product lines have the most order fallout. Which steps should the consultant follow to enable the relevant dashboards?

- A. Within Tableau Unified Analytics, create a recipe based on the FulfillmentFalloutRule object and design a dashboard with product line filter.
- B. Within Revenue Settings, enable Revenue Management Intelligence and Install the Dynamic Revenue Orchestrator Analytics App.
- **C. Within Revenue Management Intelligence Setup, complete Data Cloud Configurations and install the Dynamic Revenue Orchestrator Analytics App.**

**Answer: C**

Explanation:

To enable dashboards that identify product lines with the most order fallout, the consultant must follow the Revenue Management Intelligence setup process documented in Salesforce Help. The correct approach involves accessing Revenue Management Intelligence Setup (not general Revenue Settings), completing necessary Data Cloud Configurations, and installing the Dynamic Revenue Orchestrator Analytics App.

Revenue Management Intelligence provides a comprehensive suite of Tableau Einstein dashboards specifically designed to assess revenue strategies and achieve cost-effective results. The Dynamic Revenue Orchestrator Analytics App includes specialized dashboards for order fulfillment analysis, including order fallout metrics by product line. These dashboards leverage data collected during the order fulfillment orchestration process.

The setup process requires completing Data Cloud Configurations first. Data Cloud serves as the unified data platform that ingests data from Revenue Cloud transactions, order fulfillment activities, and decomposition events. The configuration ensures that fulfillment data, including fallout metrics, flows properly into the analytics layer. Once Data Cloud is configured, installing the Dynamic Revenue Orchestrator Analytics App provisions the pre-built dashboards that analyze fulfillment performance and identify fallout patterns.

Option A references Revenue Settings, which is used for general Revenue Cloud enablement but not specifically for analytics setup.

Option C mentions Tableau Unified Analytics and FulfillmentFalloutRule object, but this approach requires custom development and is not the out-of-the-box solution. The documented out-of-the-box approach through Revenue Management Intelligence Setup with Data Cloud Configurations and the Dynamic Revenue Orchestrator Analytics App is the correct path for accessing pre-built fallout analysis dashboards.

References: Salesforce Help - Revenue Management Intelligence for Revenue Cloud, Set Up Revenue Management Intelligence documentation, Dynamic Revenue Orchestrator Analytics

### NEW QUESTION # 131

Sales leadership would like to see an accurate forecast of the sales pipeline based on the opportunity data. For this, they asked the sales team to make sure they take the necessary steps during the sales cycle to keep the forecast up to date at all times.

Which action should a sales rep take to ensure this?

- A. Set the Syncing field to True.
- B. Start Sync quick action.
- C. Sync the Primary quote.

**Answer: C**

Explanation:

Exact Extracts from Salesforce CPQ Implementation Guide:

\* "In Salesforce CPQ, the primary quote drives the values that sync with the opportunity, ensuring forecast accuracy and pipeline consistency."

\* "When a sales rep designates a quote as Primary and syncs it, the quote's pricing, quantity, and total values automatically update the related opportunity fields."

\* "The Syncing field is controlled by Salesforce CPQ and is automatically set when the primary quote is synced." Step-by-Step

Reasoning:

\* Requirement: Keep opportunity and forecast data accurate during the sales cycle.

\* Correct Action: Sync the Primary Quote - this updates the opportunity with correct values (Amount, Products, Discounts, etc.).

\* Why B is Correct:

\* Directly triggers the quote-opportunity data synchronization.

\* Ensures leadership sees real-time forecast data.

\* Why Others Are Incorrect:

\* A: The Syncing field is automatically controlled; setting it manually doesn't trigger synchronization.

\* C: "Start Sync" quick action is not the standard method in CPQ to maintain forecast accuracy.

References :

\* Salesforce CPQ Implementation Guide - Quote and Opportunity Sync

\* Salesforce Revenue Cloud Study Guide - Sales Forecast Integration

### NEW QUESTION # 132

A sales rep needs to renew multiple assets acquired at different times with different expiration dates. When selecting multiple assets for renewal, some assets have already expired.

What should the sales rep do to renew all of the assets?

- A. Use the Override Renewal Term option, then renew.
- B. Update the End Dates on the assets to the current dates, then renew.
- C. Use the Amend option, override the Term, then renew.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

When renewing multiple assets with differing expiration dates, Salesforce provides:

\* "Override Renewal Term allows alignment of renewal periods for assets with mismatched or expired end dates." From the RLM Renewal Management documentation:

\* "Expired assets can be renewed by using Override Renewal Term to generate a unified renewal quote." Options A and B are unnecessary edits to asset data and do not follow Salesforce's renewal process.

References: Revenue Lifecycle Management Implementation Guide - Renewals; Override Renewal Term

