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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q53-Q58):

NEW QUESTION # 53

A consultant wants to inherit all the standard components of the standard context `SalesTransactionContext`, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components.

The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customizations that were made.

What should the consultant do to achieve this?

- A. Extend `SalesTransactionContext`.
- B. Upgrade `SalesTransactionContext`.
- C. Clone `SalesTransactionContext`.

Answer: A

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, the Context Service provides reusable, versioned context definitions that define transactional data used in pricing, quoting, and billing operations. When a consultant wants to customize a standard context definition while retaining upgrade compatibility, the correct method is to extend the standard context (not clone it).

Extending a context (e.g., SalesTransactionContext) allows the new definition to inherit all standard nodes, attributes, and mappings from the base definition. The consultant can then safely add or override components without modifying the standard base. When Salesforce releases upgrades to the standard context, the extended context automatically inherits new or improved components, preserving all custom enhancements.

Cloning, on the other hand, creates a static copy and breaks the upgrade path-future improvements to the standard context would not be inherited.

Exact Extract from Salesforce Revenue Cloud Platform Guide:

"Extend a standard context to inherit its nodes and mappings. This ensures access to Salesforce-delivered updates while preserving your custom additions." References:

Salesforce Revenue Cloud Platform Concepts - Context Service and Context Definition Inheritance
Salesforce CPQ & Billing Developer Guide - Extending Standard Context Definitions
Salesforce Subscription Management Implementation Guide - Best Practices for Context Extensibility

NEW QUESTION # 54

Which valid actions can a consultant perform on a standard context definition?

- A. Deactivate & Edit
- B. Copy & Edit
- C. Extend & Clone

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Standard context definitions provided by Salesforce are locked and cannot be edited or deactivated.

Revenue Lifecycle Management Implementation Guide states:

* "Standard context definitions cannot be modified directly."

* "To customize them, admins may either extend (create a child version) or clone them." Only these two actions are supported for customizing context behavior.

Why other options are incorrect:

* Standard definitions cannot be edited or deactivated.

* "Copy" is not an action available; the correct action is "Clone."

References: Salesforce Revenue Lifecycle Management Implementation Guide - Context Definitions; Extending Standard Context Definitions.

NEW QUESTION # 55

A company is implementing Revenue Cloud to automate its subscription renewals. A Revenue Cloud Consultant needs to configure the system to allow sales reps to initiate the renewal process for a customer's active assets directly from a record page.

Which component must the consultant implement to provide this one-click renewal capability?

- A. A screen flow that utilizes the InitiateRenewal invocable action, which can then be exposed as a quick action on the Account or Contract record page
- B. A custom Renewal checkbox field on the Asset object that, when checked, triggers a Process Builder to create a renewal opportunity
- C. An Apex trigger on the Contract object that automatically clones the contract and its assets when the end date is approaching

Answer: A

Explanation:

Exact Extracts from Salesforce Subscription Management and CPQ Implementation Guides:

* "The InitiateRenewal invocable action enables users or flows to create a renewal quote or renewal order based on existing active assets or contracts."

* "Admins can expose this flow action through a screen flow and add it as a quick action on Account, Contract, or Asset record pages for one-click renewal initiation."

* "This declarative approach eliminates the need for custom triggers or processes." Step-by-Step Reasoning:

- * Requirement: Allow sales reps to trigger renewals directly from a record page with minimal clicks.
- * Correct Solution: Use InitiateRenewal invocable action within a screen flow.
- * Deployment: Add the flow as a Quick Action on the Account or Contract Lightning page.
- * Why B is Correct: It uses native Revenue Cloud functionality for renewals, no code required.
- * Why Others Are Incorrect:
- * A: Apex trigger is custom and bypasses standard renewal processes.
- * C: Checkbox + Process Builder is outdated and not integrated with Renewal APIs.

References :

- * Salesforce Subscription Management Implementation Guide - Renewals with InitiateRenewal Action
- * Salesforce CPQ Implementation Guide - Renewal Automation and Flow Configuration

NEW QUESTION # 56

Universal Containers (UC) created a custom formula field called Annual Contract Value on the Asset object.

UC wants this field visible during asset selection for amendment/renewal.

How should a consultant enable this behavior?

- A. Modify the Asset related list on Page Layout
- **B. Modify the Managed Asset Viewer component on the Lightning page**
- C. Modify the screen flows in the amend, renew, and cancel flow

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's asset-based amendment and renewal flows use the Managed Asset Viewer Lightning Web Component to display the list of assets available for selection. This component determines which fields are displayed.

From the RLM Implementation Guide:

* "The Managed Asset Viewer component controls the list and fields shown when selecting assets during amend, renew, or cancel processes."

* "To display custom or additional asset fields, configure the field set used by the Managed Asset Viewer." Updating the page layout or modifying the screen flow does not alter the fields shown in the Managed Asset Viewer.

Why other options are incorrect:

* Page Layout changes do not influence the Managed Asset Viewer UI.

* The guided flows reference the component, not individual flow screens.

References:Salesforce Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Configuration; Asset Selection Experience.

NEW QUESTION # 57

During a quote-to-contract conversion process, a popup is displayed that asks the user to select the appropriate quote prices or discounts to be added to the contract. The Revenue Cloud Consultant is tasked with removing the 'None' option from this popup.

How should the consultant remove this option?

- A. Modify the Lightning web component corresponding to the popup.
- **B. Modify the Contract Item Price object's Discount Type field picklist values.**
- C. Modify the screen flow Create Contract From Quote.

Answer: B

Explanation:

Exact Extracts from Salesforce Revenue Cloud (CPQ & Billing Implementation Guides):

* "During quote-to-contract conversion, the selection options presented in the discount popup are derived from the Contract Item Price object's Discount Type picklist field."

* "Administrators can remove or rename values from the Discount Type picklist to customize which discount options appear to users during the conversion process."

* "The screen flow and LWC components rely on metadata values; modifying these underlying picklist entries changes the available options in the UI." Step-by-Step Reasoning:

* Requirement: Remove "None" option from the discount-selection popup.

* Configuration Location: The options come from Contract Item Price # Discount Type picklist.

* Solution: Remove the "None" picklist value in object metadata setup.

- * Why B is Correct: Declaratively removes the undesired value from the popup.
- * Why Others Are Incorrect:
- * A: The "Create Contract From Quote" flow references existing metadata and does not define picklist values.
- * C: LWC modification is not required for removing a metadata-driven value.

References :

- * Salesforce Billing Implementation Guide - Quote-to-Contract Conversion and Discount Mapping
- * Salesforce CPQ Implementation Guide - Contract Item Price Configuration

NEW QUESTION # 58

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