

# Exam Rev-Con-201 Objectives Pdf | New Rev-Con-201 Test Practice

## ACCOUNTING 201: Exam 1 review solutions

CIRCLE THE CORRECT ANSWER FOR THE FOLLOWING QUESTIONS.

CHAPTER 13

1. Par value
  - a. **is the amount that must be recorded in the common or preferred stock account**
  - b. is established for a share of stock after it is issued.
  - c. represents what a share of stock is worth.
  - d. represents the original selling price for a share of stock.
2. If a company has 1,000,000 shares of \$2 par value common stock authorized, and has 100,000 shares issued at \$4 a share and 20,000 shares of common stock are held in the treasury, the general ledger account for common stock would have a balance of
  - a. \$4,000,000
  - b. \$2,000,000
  - c. \$400,000
  - d. \$200,000**
  - e. \$160,000
3. Which of the following balances are included in a corporation's stockholders' equity section?
  - a. drawings
  - b. net income
  - c. retained earnings**
  - d. dividends in arrears
4. Preferred stock would least likely have which characteristic?
  - a. **The right of the holder to vote at stockholders' meetings.**
  - b. An assigned par value.
  - c. Preference as to assets upon liquidation of the corporation.
  - d. Preference as to dividends.
5. The Baker Corporation is a publicly held corporation whose \$1 par value stock is actively trading at \$10 per share. The company issued 2,000 shares of stock to acquire land recently advertised at \$25,000. When recording this transaction, the Baker Corp will
  - a. Debit Land for \$25,000
  - b. Credit Common Stock for \$2,000**
  - c. Credit Common Stock for \$10,000
  - d. Credit Paid-in Capital in Excess of Par Value-common stock for \$2,000.
6. A company purchases 900 shares of its \$25.00 par value stock at \$35.00 per share. It then reissues 300 shares at \$30.00 per share. The company has not had any previous treasury stock transactions. The entry upon reissue of the stock would include a
  - a. Credit to Cash for \$9,000,
  - b. Credit to Treasury Stock for \$1,500

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The Rev-Con-201 certification exam is one of the top-rated career advancement certifications in the market. This Rev-Con-201 exam dumps have been inspiring beginners and experienced professionals since its beginning. There are several personal and professional benefits that you can gain after passing the Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam.

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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>

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### **Salesforce Certified Revenue Cloud Consultant Sample Questions (Q162-Q167):**

#### **NEW QUESTION # 162**

A company selling hardware and software needs to implement a 2-day delay for software provisioning after hardware delivery in its order-to-cash process. While configuring the Dynamic Revenue Orchestrator (DRO) plan, the Fulfillment Designer notices the option for adding this delay is not visible on the provisioning task.

What should the Revenue Cloud Consultant enable to add this option for the Fulfillment Designer?

- A. Modify All Data permission in the Fulfillment Designer's profile
- B. Link Task to Step Source button in the DRO settings
- **C. Future-Dated Steps in the DRO settings**

#### **Answer: C**

##### **Explanation:**

Exact Extracts from Salesforce Subscription Management and Billing Implementation Guides:

- \* "Dynamic Revenue Orchestration (DRO) allows defining future-dated steps to schedule task execution at a specific offset from a preceding step."
- \* "Enable 'Future-Dated Steps' in the DRO Settings to allow designers to configure task delays, offsets, or deferred execution logic."
- \* "Without this setting enabled, step timing options such as date offsets or delays will not appear in the Fulfillment Designer interface."

**Step-by-Step Reasoning:**

\* Requirement: Add a 2-day delay between hardware delivery and software provisioning.

\* Correct Configuration:

\* Enable Future-Dated Steps in DRO settings.

\* Once enabled, the "Delay/Offset" options become available for the provisioning task.

\* Why A is Correct: Activates the feature for scheduling tasks with day offsets in orchestration plans.

\* Why Others Are Incorrect:

\* B: Permissions do not control visibility of DRO feature settings.

\* C: "Link Task to Step Source" is unrelated to delay configuration; it associates source objects, not timing.

##### **References :**

\* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Settings

\* Salesforce Billing Implementation Guide - Fulfillment Task Scheduling and Delays

### NEW QUESTION # 163

A company is implementing Revenue Cloud. The company uses complex and varying tax calculations, so some of its existing products have tax calculated in a custom application. A business decision was made to keep using the custom application for the existing products and use Revenue Cloud for any new product introductions.

How should the company generate and post invoices, including the taxes for the existing products?

- A. Integrate the custom app with the Billing TaxEngineAdapter Apex interface.
- B. Import External Tax Lines into Billing from the custom application via CSV.
- C. Integrate AppExchange apps of partners with the Billing TaxEngineAdapter Apex interface.

#### Answer: A

Explanation:

Explanation (150-250 words)

In Salesforce Billing, tax computation can be handled internally using the Salesforce Tax Engine or externally via integration through the Billing TaxEngineAdapter Apex interface.

When a company uses a custom tax application and wants Salesforce Billing to respect its calculated taxes, the correct and scalable approach is to integrate the custom app directly with this interface.

The TaxEngineAdapter allows Salesforce Billing to call an external system during invoice generation to retrieve tax amounts and details, which are then automatically included in the Invoice Line Tax records. This ensures taxes are calculated, stored, and posted correctly for both existing and new products without manual CSV imports.

Exact Extract from Salesforce Billing Implementation Guide:

"Use the TaxEngineAdapter Apex interface to integrate external tax calculation engines with Salesforce Billing. The adapter is invoked automatically during invoice generation to compute and apply taxes." es:

Salesforce Billing Implementation Guide - Tax Engine Integration and TaxEngineAdapter Interface  
Salesforce Revenue Cloud Developer Guide - External Tax Service Integration  
Salesforce Billing Data Model - Invoice and Tax Line Relationships

### NEW QUESTION # 164

A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- A. Create a custom Lightning web component to validate the attribute quantity.
- B. Create a constraint rule in the Constraint Model at the Product Level.
- C. Create a constraint rule in the Constraint Model at the Quote Level.

#### Answer: B

Explanation:

Explanation (150-250 words)

In Salesforce CPQ, Constraint Models define validation, inclusion, and compatibility rules that control product configuration behavior. When a validation or warning depends on an attribute value of a single product, the logic should be defined at the Product Level Constraint Model.

In this scenario, the "Terabyte" attribute belongs to "Product A," and the business rule requires displaying a warning message when the attribute exceeds 100. Implementing this at the Product Level Constraint Model ensures that the rule evaluates only that product's context and triggers the message directly within the configuration page when users input the attribute value.

Quote-level constraint models are used for cross-product validations across multiple quote lines, not for product-specific attribute conditions. Therefore, option C correctly uses the Product Level Constraint Model.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Level Constraint Models when the validation logic applies to a specific product's attributes or options. Use Quote Level models when the logic involves multiple products or quote lines." References:

Salesforce CPQ Implementation Guide - Constraint Models and Rule Hierarchies  
Salesforce Revenue Cloud Developer Guide - Product-Level Attribute Validation  
Salesforce CPQ Best Practices - Warning Messages and Validation Rules in Configuration

### NEW QUESTION # 165

A sales user has a customer with varying quantities (upsells) and subscription prices throughout their last contract term. The customer is ready to renew, and the sales user wants to maintain the same prices for their renewal.

What should the sales user do in Asset Management to keep the prices the same?

- A. Customize Assetize Order flow.
- B. Set Pricing Source on Asset to Last Negotiated Price.
- C. **Enable Lot-based or As-is Renewals.**

**Answer: C**

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

- \* "Lot-based or As-is Renewals allow renewal quotes or orders to use the customer's last negotiated pricing and quantities from existing assets."
- \* "This feature ensures that renewals reflect the same commercial terms from the current assets, even if list prices have changed."
- \* "Enabling As-is Renewal simplifies renewal creation and ensures pricing consistency for multi-term or upsold subscriptions."

**NEW QUESTION # 166**

What are the steps a user should take to Renew an Asset?

- A. Create Renewal Quote with Asset, Create Order, Create Contract
- B. **Create Renewal Quote with Asset, Create Order, Activate Order**
- C. Create Renewal Quote with Asset, Create Contract, Activate Contract

**Answer: B**

Explanation:

Explanation (150-250 words)

The Renewal process in Salesforce Revenue Cloud begins with creating a Renewal Quote based on existing Assets (representing active subscriptions or entitlements). The Renewal Quote inherits pricing, terms, and quantities from the current assets and allows for updates such as upsells or discounts.

Once the Renewal Quote is approved, it is converted into an Order, and upon Order activation, Salesforce automatically generates new Assets (and optionally renewal Contracts if managed through Subscription Management).

Therefore, the correct renewal flow is:

- \* Create Renewal Quote with linked Assets.
- \* Create Order from the Renewal Quote.
- \* Activate Order, triggering renewal assetization and lifecycle continuation.

Option A skips the order creation step, and option C incorrectly orders contract creation after the order but before activation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Renewals begin with a renewal quote referencing active assets. When converted to an order and activated, Salesforce generates renewed assets and continues lifecycle tracking." References:

Salesforce Subscription Management Implementation Guide - Renewal Process Overview Salesforce CPQ Implementation Guide - Renewal Quotes and Orders Salesforce Revenue Cloud Data Model - Asset Lifecycle during Renewal

**NEW QUESTION # 167**

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