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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Configure, Price, Quote:</b> 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 2	<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>
Topic 3	<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 4	<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 5	<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>

## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q156-Q161):

### NEW QUESTION # 156

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. Link Task to Step Source button in the DRO settings
- B. Modify All Data permission in the Fulfillment Designer's profile
- **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 # 157

A pricing administrator aims to configure pricing for a smartphone so that the monthly installment price varies based on the selected memory options (128 GB, 256 GB, 512 GB) and contract term options (12 months, 24 months). The price should be equally divided for each month, considering the combinations of memory and contract term as price impacting attributes, with no interest charges applied.

How many records need to be present in the Attribute-Based Adjustments pricing schedule to satisfy this scenario?

- A. 0
- **B. 1**
- C. 2

**Answer: B**

Explanation:

Exact Extracts from Salesforce CPQ Implementation Guide:

- \* "Attribute-Based Pricing allows administrators to define price adjustments based on one or more attribute combinations."
- \* "Each unique combination of attributes (e.g., Memory Size × Contract Term) represents one record in the adjustment schedule."
- \* "If there are three memory options and two contract term options, there are six total combinations that require six entries in the Attribute-Based Adjustment matrix." Step-by-Step Reasoning:
- \* Attributes:
- \* Memory Options: 128 GB, 256 GB, 512 GB # 3 values
- \* Contract Term Options: 12 months, 24 months # 2 values
- \* Combinations:  $3 \times 2 = 6$  unique attribute pairs.
- \* Each combination requires one adjustment record.
- \* Why A is Correct:
- \* Six pricing adjustment records ensure accurate monthly installment calculation for each combination.
- \* Why Others Are Incorrect:
- \* B: Only accounts for one attribute (memory).
- \* C: Arbitrary number; doesn't represent all possible pairs.

References :

- \* Salesforce CPQ Implementation Guide - Attribute-Based Pricing and Adjustment Matrices
- \* Salesforce Revenue Cloud Pricing Configuration Guide - Combining Attribute-Driven Pricing Dimensions

### NEW QUESTION # 158

A consultant is preparing to enable multicurrency in an org that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure. What should the consultant do to resolve this?

- A. Clone the pricing procedure and create a new decision table with the Currency field. Link the new table to the cloned procedure and swap it into setup.
- B. Enable multicurrency in the org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.
- C. Deactivate the pricing procedure and the associated decision table, then enable multicurrency and add the Currency field to the decision table before reactivating them.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

For Revenue Cloud's Salesforce Pricing:

- \* The Currency field becomes available for use in decision tables and pricing procedures only after multicurrency is enabled.
- \* If a decision table and pricing procedure are already active, you must deactivate them, update the table to include Currency, and then reactivate.

Simply waiting (C) will not retroactively expose Currency in existing decision tables. Cloning (A) is unnecessary and more complex than required.

References:

Salesforce Pricing / Revenue Lifecycle Management Implementation Guide - Multicurrency Enablement and Pricing Procedures  
Decision Table Configuration Steps for Currency-based Pricing

### NEW QUESTION # 159

A sales rep creates a quote with a subscription product called 'Training' with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The 'Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.

How many records will be present for Training for each Asset Action and Asset State Period?

- A. Two Asset Actions and two Asset State Periods
- B. One Asset Actions and two Asset State Periods
- C. Two Asset Actions and one Asset State Periods

**Answer: A**

Explanation:

Explanation (150-250 words)

In Salesforce Subscription Management and CPQ, Asset Actions and Asset State Periods track changes in asset quantity, pricing, and lifecycle states over time.

When the initial order for "Training" is activated, Salesforce creates:

- \* One Asset Action for the creation (initial assetization).
- \* One Asset State Period representing the active subscription for 50 seats.

When the same asset is amended later that day to add eight more seats (quantity change), Salesforce generates:

- \* A second Asset Action to record the amendment event (quantity increased by 8).
- \* A second Asset State Period to represent the new asset state (58 seats active).

Each amendment creates a new Asset Action and corresponding State Period because Salesforce tracks historical lifecycle events for traceability, revenue recognition, and audit integrity.

The original state remains closed as of the amendment date, and a new one begins immediately.

Exact Extract from Salesforce Subscription Management Guide:

"Each amendment or change event generates a new Asset Action and corresponding Asset State Period to represent the new effective asset configuration." References:

Salesforce Subscription Management Implementation Guide - Asset Actions and State Periods  
Salesforce CPQ-Billing Integration Guide - Assetization Process  
Salesforce Revenue Cloud Data Model - Asset Lifecycle Tracking

### NEW QUESTION # 160

A product designer is setting up a product bundle that consists of T-shirts and caps. They want to ensure customers can order a maximum of three T-shirts and three caps, but the total number of products should not exceed five.

How should the product designer set this up?

- A. Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three. Define the local cardinality for caps with a minimum quantity of three and a maximum quantity of three. Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of six.
- B. Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three. Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three. Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.
- C. Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three.

**Answer: B**

Explanation:

Exact Extracts from Salesforce CPQ Implementation Guide:

- \* "Local Cardinality defines the minimum and maximum quantities allowed for an individual product option within a bundle."
- \* "Group Cardinality defines the quantity range allowed across all options within a product option group. It restricts the total number of items a user can select within that group."
- \* "Use both local and group cardinalities together to control both per-option limits and total group quantity constraints." Step-by-Step Reasoning:
  - \* Requirement:
    - \* Max 3 T-shirts
    - \* Max 3 caps
    - \* Total bundle limit = 5 items combined.
  - \* Solution:
    - \* Local Cardinality: For each item (T-shirts, caps) # min 1, max 3 ensures flexibility.
    - \* Group Cardinality: Across both # min 1, max 5 ensures total combined limit of 5.
  - \* Why B is Correct: It satisfies both individual and group quantity rules while maintaining configuration flexibility.
  - \* Why Others Are Incorrect:
    - \* A: Allows total of 6 (violates the total maximum requirement).
    - \* C: Missing group cardinality - does not control total combined quantity.

References :

- \* Salesforce CPQ Implementation Guide - Product Bundles, Local and Group Cardinality
- \* Salesforce Revenue Cloud Product Configuration Best Practices - Bundle and Option Management

### NEW QUESTION # 161

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