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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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.
Topic 2	<ul style="list-style-type: none">• 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.
Topic 3	<ul style="list-style-type: none">• Catalog Management: 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.
Topic 4	<ul style="list-style-type: none">• 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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q78-Q83):

NEW QUESTION # 78

A customer sells 10,000 different products in 38 countries. They plan to launch a new product which will be sold globally, as well. However, due to security restrictions, the new product cannot be sold in two specific countries. What should the product designer do to accommodate this restriction by creating a minimal number of records for the rules?

- A. Control availability with a recommendation rule.
- **B. Control availability with a disqualification rule.**
- C. Control availability with a qualification rule.

Answer: B

Explanation:

When controlling product availability across regions or conditions, Salesforce Revenue Cloud offers several rule types, including qualification, disqualification, and recommendation rules. In this case, the product will be available globally except for two countries - so the most efficient approach is to exclude those specific countries using a disqualification rule.

A disqualification rule removes a product from visibility during the selection or discovery process based on specific criteria - such as geography, user role, or quote context. This method allows you to manage exceptions rather than defining complex inclusion logic, thus reducing the total number of rules and maintenance overhead.

* Qualification rules are ideal when you need to explicitly include products under specific conditions (e.g., product visible only in certain contexts).

* Recommendation rules are not intended for access control but for suggesting complementary products.

Since only two countries need to be restricted, the disqualification rule provides the most scalable and minimal rule configuration.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Catalog Management Guide - "Product Availability Rules": "Disqualification rules allow you to restrict product visibility based on context definitions, such as geography or market segment.

They are most effective when access is generally open but limited in a few specific cases."

* CPQ Implementation Guide - "Managing Catalog Visibility": "Use disqualification rules to remove products from visibility under certain conditions, rather than building complex qualification logic." References:

Product Catalog Management Guide

Salesforce CPQ Implementation Guide

Revenue Cloud Rules Configuration Reference

NEW QUESTION # 79

A furniture company is selling unassembled furniture with user manuals. The company does not want to show user manuals as a quote line when selling to customers, but it needs to make sure user manuals are included when shipping the unassembled furniture. What is the recommended approach?

- **A. Add the user manuals as a technical product and create associated decomposition rule(s).**
- B. Add the user manuals as quote line, but hide them in the Transaction Line Table and proposal document.
- C. Add the user manuals as an attribute with a value of Included or Excluded under the unassembled furniture product record.

Answer: A

Explanation:

The recommended approach uses technical products with decomposition rules. According to Revenue Cloud fulfillment documentation, technical products are purpose-built for fulfillment and operational processes rather than commercial sale. User manuals in this scenario should be configured as technical products that accompany the commercial unassembled furniture product but are not visible as separate quote lines to customers.

Decomposition rules govern how commercial products (the unassembled furniture) break down into fulfillment components when an order is activated. By creating a technical product called "User Manual Inclusion" and establishing decomposition rules that link it to the furniture product, the system ensures that when an unassembled furniture order is created and activated, the decomposition process automatically includes the user manual technical product in the fulfillment decomposition.

This approach provides several advantages: customers see only the furniture product in their quote (not the manual as a separate line item), but during order fulfillment, the decomposition rules ensure that user manuals are included in the shipping package. Technical products do not appear in quoting interfaces, so they remain hidden from customer-facing documentation and proposals while still participating in fulfillment operations.

Option A (hiding quote lines) is not recommended because it adds unnecessary complexity to quotes and can cause confusion.

Option B (attributes) doesn't support the fulfillment requirement; attributes describe product features, not orchestrate separate fulfillment items. Technical products with decomposition rules is the purpose-built Revenue Cloud mechanism for handling fulfillment-only items that shouldn't appear as commercial line items.

References: Revenue Cloud Fulfillment Documentation - Technical Products and Decomposition Rules, Dynamic Revenue Orchestrator decomposition configuration

NEW QUESTION # 80

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 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
- **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 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

Answer: B

Explanation:

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)

NEW QUESTION # 81

A company sells a wide range of products across multiple business units. Each product must support different selling models, such as one-time, term-based, and evergreen. The company wants to bundle these products in configurable ways without duplicating product records. Additionally, product attributes should be reusable across offerings, and product teams need to maintain the catalog with minimal manual effort.

Given these requirements, how should a consultant design the product catalog in Revenue Cloud?

- A. Use static bundles with hard-coded attributes for each selling model to simplify configuration.
- **B. Use product classifications for attribute reuse and apply selling models at the product level to support flexibility.**
- C. Create separate product records for each business unit and selling model combination to handle variations independently.

Answer: B

Explanation:

- * "Product Classifications allow you to define and manage attributes that are reusable across multiple products, ensuring catalog consistency and reducing maintenance."
- * "Selling Models define how a product is sold-one-time, term-based, or evergreen-and can be applied to a product without duplicating the record."
- * "A flexible catalog design leverages reusable metadata like Product Classifications, Selling Models, and Attribute Sets rather than creating separate product records for each variation."
- * "Dynamic or configurable bundles support product combinations across business units without static dependencies or hard-coded configurations." Step-by-Step Reasoning:
- * Core Requirement: Minimize catalog duplication while supporting various selling models and reusable attributes.
- * Key Design Factor: Use Product Classifications to standardize and reuse product attributes across offerings.
- * Implementation Approach: Assign Selling Models at the product level (One-Time, Term, Evergreen) for flexible pricing and lifecycle management.
- * Outcome: This setup enables consistent catalog governance, lower maintenance, and support for configurable bundles across multiple business units.

Incorrect Options:

- * A: Creates redundant records and increases maintenance.
- * C: Static bundles eliminate flexibility and reusability, conflicting with requirements.

References:

Salesforce Subscription Management Implementation Guide - Product Catalog and Classifications
Salesforce CPQ Implementation Guide - Product Configuration and Selling Models
Salesforce Billing Implementation Guide - Catalog Setup and Product Lifecycle Management

NEW QUESTION # 82

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

Answer: C

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 # 83

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