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

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

Topic 3	<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 4	<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 (Q62-Q67):

### NEW QUESTION # 62

A Revenue Cloud Consultant confirmed that a user has the correct permissions and license access to view and amend assets. However, when the user navigates to the Account page, they do not see any assets available for amendment, even though active assets exist.

What is the reason the user cannot see the assets?

- A. The Managed Asset Viewer component and the Asset related list are missing from the Account page layout.
- B. The asset records have expired and, as a result, are no longer displayed on the Account page.
- C. The consultant needs to set up the Amend, Renew, and Cancel flow to allow amendments and renewals.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Managed Asset Viewer is a Lightning component that must be added to the Account Lightning page to display and manage assets. In addition, the Asset related list can also be surfaced for basic asset visibility.

Revenue Cloud documentation notes that users may have full object access but still be unable to see assets if:

- \* The Managed Asset Viewer component is not placed on the Account page.
- \* The Asset related list is not included on the layout.

Amend/Renew/Cancel flows (C) drive process but do not control base visibility. Expired assets (B) may still be visible depending on filters; this does not explain "no assets visible" when active ones exist.

References:

Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Setup and Page Configuration

### NEW QUESTION # 63

A customer wants to remove the option to override the renewal term during an asset renewal process initiated from the Account > Managed Assets view.

How should a Revenue Cloud Consultant fulfill this requirement?

- A. Modify the flow Amend, Renew, and Cancel Assets screen component for renewal term and remove the option for early renewal.
- B. Modify the flow Renew Assets screen component for renewal term and remove the option for early renewal.
- C. Modify the Lightning web component corresponding to the renew assets page and remove the option for early renewal.

**Answer: B**

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

\* "The Renew Assets flow controls the behavior and UI elements displayed during the renewal process initiated from the Managed Assets view."

\* "Administrators can modify the Renew Assets screen flow to remove or adjust user options, such as overriding renewal term or early renewal."

\* "The Amend, Renew, and Cancel Assets flow is used when multiple asset management actions are combined, not for direct renewal-only cases." Step-by-Step Reasoning:

\* Requirement: Prevent users from overriding the renewal term in Managed Assets # Renew process.

- \* Flow in Use: The Renew Assets screen flow controls this experience.
  - \* Solution: Modify the Renew Assets flow # remove or hide the "Renewal Term" input element or variable that supports overrides.
  - \* Why C is Correct:
  - \* Directly targets the correct renewal flow invoked from the Managed Assets page.
  - \* Why Others Are Incorrect:
  - \* A: Modifying the LWC is not required - Salesforce recommends modifying the underlying flow.
  - \* B: "Amend, Renew, and Cancel Assets" combines multiple asset management actions, not the standard renewal-only process.
- References :
- \* Salesforce Subscription Management Implementation Guide - Renew Assets Flow Configuration
  - \* Salesforce Billing Implementation Guide - Asset Management UI Customization

#### NEW QUESTION # 64

What should business stakeholders and product owners do to ensure a successful discovery and design phase in a Revenue Cloud project?

- **A. Create a list of key challenges and success metrics for the project.**
- B. Review and map customer challenges to Revenue Cloud features.
- C. Review all available APIs on the Revenue Cloud Developer Guide.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud project methodology emphasizes that early stages (discovery and design) must:

\* Identify key business challenges clearly.

\* Define measurable success metrics and outcomes (for example, quote cycle time reduction, billing accuracy, etc.).

While mapping challenges to features (B) is important, it comes after stakeholders align on what problems they are solving and how success will be measured. Reviewing APIs (A) is a technical task, not the primary responsibility of business stakeholders.

References:

Revenue Cloud Implementation Guide - Discovery & Design Best Practices

Salesforce Project Methodology - Success Metrics and Stakeholder Alignment

#### NEW QUESTION # 65

A user reports they cannot see the Managed Asset Viewer on the Account record page. A Revenue Cloud Consultant investigates and confirms that the Managed Asset Viewer component has not been added.

How should the consultant ensure users can view and edit asset data using the Managed Asset Viewer?

- A. Assign the user a permission set that grants Read access to Account record pages and Read access to Assets. Next, drag it onto the Account page layout.
- **B. In Lightning App Builder, drag the Managed Asset Viewer to the Account record page. Select the checkbox to show the side panel when a user clicks a record link.**
- C. Verify that the user has the Revenue Lifecycle Management license. Then, enable the Assets related list on the Account record page to show the Managed Asset Viewer.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Managed Asset Viewer is a Lightning Web Component that must be manually placed on the Account record page layout.

From the RLM Implementation Guide:

\* "Add the Managed Asset Viewer component to the Account Lightning page to allow users to view, filter, and edit assets."

\* "The component is not added automatically and must be configured in Lightning App Builder." Adding related lists does not surface the component.

Permissions alone do not place the LWC onto the page.

References: Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Setup.

#### NEW QUESTION # 66

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

**Answer: C**

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 # 67

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