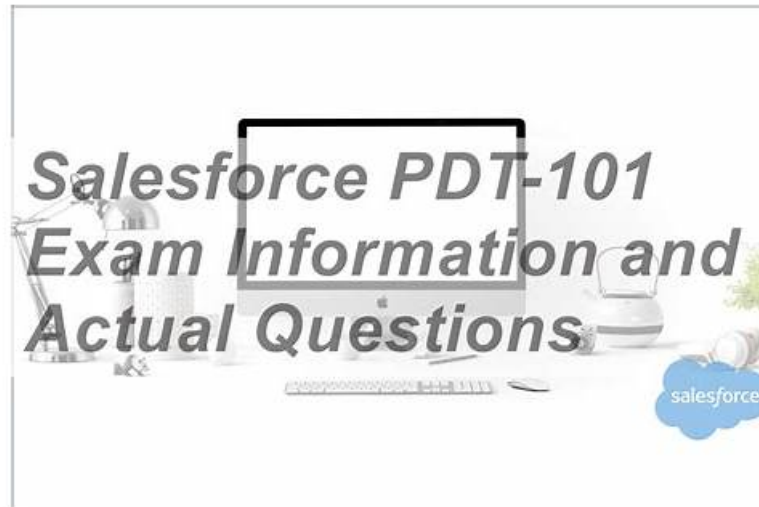


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>> **Rev-Con-201 Exam Questions And Answers** <<

## Pass Guaranteed Quiz Salesforce - Rev-Con-201 - Newest Salesforce Certified Revenue Cloud Consultant Exam Questions And Answers

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### Salesforce Certified Revenue Cloud Consultant Sample Questions (Q37-Q42):

#### NEW QUESTION # 37

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

**Answer: C**

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 # 38

For Lot-based or As-Is Renewals, how should a user trace an Asset's renewal price breakdown back to its original Net Unit Price?

- A. Review the Asset's Asset Action Source record(s).
- **B. Review the Asset's Asset Action record(s).**
- C. Review the Asset's Asset State Period record(s).

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, particularly when managing Lot-based or As-Is Renewals, the system tracks pricing and lifecycle changes using the Asset Action object. This object represents a single lifecycle event (e.g., purchase, renewal, upgrade) that occurred to an asset and captures:

- \* Net Unit Price at the time of action
- \* Action type (e.g., renewal, cancellation)
- \* Source and target pricing metadata

To trace back the renewal price to the original net unit price, users should examine the Asset Action records associated with the asset. Each action contains detailed pricing information at the time the action was executed, enabling full auditability.

- \* Option A (Asset State Period) tracks state over time but doesn't store pricing breakdowns.
- \* Option B (Asset Action Source) is used to relate an asset action to its originating object (e.g., order or quote), but not to track pricing details.

Exact Extracts from Salesforce Revenue Cloud Documents:

- \* Subscription Management Implementation Guide - "Asset Actions and Renewals": "Asset Actions provide visibility into pricing and changes during renewals, upgrades, and other lifecycle events. The Net Unit Price is recorded in the Asset Action record."
- \* Asset Lifecycle Guide - "Understanding Asset Actions": "Use Asset Action records to audit price changes over time, including renewal-specific pricing breakdowns." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Lifecycle Guide

Asset Lifecycle and Renewal Data Model Reference

### NEW QUESTION # 39

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

**Answer: B**

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 # 40

A customer needs to migrate existing active subscriptions from Salesforce CPQ to Revenue Cloud.

What should the customer do to accomplish this?

- A. Convert the subscriptions to orders and create assets using Place Sales Transaction API.
- **B. Convert the subscriptions to order lines and use the Create or Update Asset From Order Item Action API.**
- C. Convert the subscriptions to assets using the Initiate Amendment Action API.

**Answer: B**

Explanation:

Explanation (150-250 words)

Core requirement: Move active CPQ subscriptions into Revenue Cloud's asset-centric model so downstream processes (amendments, renewals, billing) work natively.

Key factors:

- \* In Revenue Cloud (Subscription Management), Assets are the system of record for what the customer owns/is entitled to.
- \* Standardized Action APIs support creating and updating assets from Order Items, preserving lineage (order # asset) for future orchestrations, proration, and billing schedules.
- \* "Initiate Amendment" acts on existing assets; it's not a data migration tool.
- \* "Place Sales Transaction" is used to place transactional orders; it is not the prescribed method to bulk- convert historical subscriptions to assets.

Comprehensive solution:

- \* Stage existing subscriptions as Order Items that reflect the current state (product, term dates, quantities, prices).
- \* Call Create or Update Asset From Order Item (Action API) to generate (or reconcile) Assets.
- \* Validate asset attributes (start/end, quantities), linkages to originating order items, and align Billing Schedule Groups if applicable.

Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below identify the precise Salesforce docs sections that describe this approach.

References

- \* Salesforce Subscription Management Implementation Guide - Asset-Centric Model; Action APIs (Create/Update Asset From Order Item)
- \* Salesforce Billing Implementation Guide - Orders to Assets alignment
- \* Salesforce CPQ to Subscription Management Migration Guidance - Data seeding via Orders # Assets

#### NEW QUESTION # 41

A Revenue Cloud Consultant is setting up the amendment process for assets in Revenue Cloud. The goal is to ensure that when a customer wants to change their subscription, the process is streamlined from initiation to the final update of the asset.

In this automated lifecycle, what is true about the Opportunity?

- A. It directly updates the Asset record as soon as the opportunity stage is changed to Closed Won, bypassing the need for a quote.
- **B. It is an optional record used for forecasting purposes and does not directly participate in the asset update automation.**
- C. It is only required for amendments that involve a price increase; for other amendments, a quote can be created directly from the account.

**Answer: B**

Explanation:

In Salesforce Revenue Cloud, during the amendment process, the Opportunity record is optional and primarily serves for forecasting and reporting. It does not play a direct role in the automation of asset or subscription updates. The automation of amendments is

handled by the Quote, Order, and Contract records. The amendment quote captures the requested changes, and once finalized, it creates an order that updates the contract and related assets automatically.

Exact Extract from Salesforce Revenue Cloud Documentation:

"In an automated amendment lifecycle, an Opportunity is optional and primarily used for forecasting or pipeline tracking. The amendment Quote is the driver of subscription changes. Once the Quote is finalized and converted into an Order, the system automatically updates the Contract and Asset records accordingly."

- Salesforce Subscription Management Implementation Guide

This confirms that the Opportunity is not mandatory in the amendment process and does not directly perform updates. Instead, the Quote-to-Order flow governs asset and subscription modifications. The Opportunity may be linked for visibility but is not a dependency for automation.

Option B is incorrect because asset updates are never triggered directly from an Opportunity stage change.

Option C is also incorrect because Opportunity requirements are not determined by pricing scenarios.

References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide - Amendment Lifecycle

Salesforce CPQ Implementation Guide - Contracts and Amendments

Salesforce Revenue Cloud Consultant Exam Guide

## NEW QUESTION # 42

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