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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q107-Q112):

### NEW QUESTION # 107

Sales users do not want to select a catalog every time they choose products from Product Discovery because they only have one catalog.

What should a consultant do using out-of-the-box capabilities?

- A. Customize the Product Discovery flow.
- B. Skip creating catalogs and use Product records directly.
- C. Select a default catalog under Product Discovery Settings.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Product Discovery provides a Default Catalog option in Product Discovery Settings so that:

\* If there is only one primary catalog, it can be preselected automatically.

\* Users are not prompted to choose a catalog each time.

Customizing flows (A) is unnecessary. Skipping catalogs (C) would bypass key Product Catalog Management features and is not aligned with the recommended architecture.

References:

Product Discovery and Catalog Management Guide - Default Catalog Setting

### NEW QUESTION # 108

In the new fiscal year, the pricing team has released updated prices for all of its products. A sales rep had an agreement with one of their customers stating that as soon as new prices are released, the original prices would need to be refreshed, as they had been given a heavy discount on their original deal. The sales rep will need to ensure that there is no service disruption to the customer during the price updating process. How should the sales rep configure the deal to pull the updated prices for this customer's assets?

- A. Amend the original asset, leave the original quantity, reprice the quote, and go through the Quote to Order process.
- B. Amend the original asset, negate the original quantity, re-add the product with the same quantity, and go through the Quote to Order process.
- C. Change the end date of the Asset, re-add the product with the same quantity, and go through the Quote to Order process.

**Answer: A**

Explanation:

The correct approach to refresh prices for existing assets without service disruption is to amend the original asset, leave the original quantity unchanged, and use the reprice functionality. This method ensures continuity while updating pricing terms.

When amending an asset in Revenue Cloud, the amendment flow allows sales reps to create an amendment quote reflecting the desired changes. The amendment quote inherits the asset's current configuration while allowing price adjustments. By leaving the quantity unchanged but repricing the quote, the system applies the new pricing without requiring the customer to purchase additional units or experience a service gap.

After repricing the amendment quote with the updated prices, the sales rep creates and activates an order from the quote. Upon order activation, the system processes the amendment by creating new Asset Actions that update the asset's financial terms while maintaining the customer's existing subscription. This approach preserves service continuity because the asset never goes inactive; it simply gets updated with the new pricing terms effective from the amendment start date.

Option A (negate quantity and re-add) would create unnecessary complexity and could cause momentary service gaps as the original quantity goes to zero before re-adding. This approach is inefficient for simple price updates. Option C (changing end date and re-adding) similarly creates duplication and potential service disruption. The reprice amendment approach, per the Amendment Creation process documented in Revenue Cloud, is the streamlined method that updates pricing while maintaining uninterrupted customer service.

References: Revenue Cloud Help - Asset Lifecycle Management, Amend, Renew, and Cancel Assets in Revenue Cloud, Asset Creation and Amendment Tutorial

### NEW QUESTION # 109

A customer would like to begin implementing Revenue Cloud to better manage its selling, fulfillment, and financial processing. Which strategy should the company use for a successful Revenue Cloud implementation?

- A. Prioritize the setup of developer tools like IDX Workbench and Postman, and focus primarily on custom Apex and Lightning Web Component development to meet unique business needs.
- B. Immediately enable all Revenue Settings, create all user profiles, and assign all recommended permission sets to the System Administrator to accelerate the technical configuration.
- C. Assemble a team with expertise in Quote-to-Cash processes, create a phased plan covering core setup, and scope activities such as data migration and customization.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce's recommended implementation methodology for Revenue Cloud emphasizes:

\* A cross-functional team with expertise in Quote-to-Cash, order management, billing, and finance.

\* A phased implementation plan (discover # design # build # test # deploy).

\* Early analysis of data migration, integrations, and configuration before customization.

From the Revenue Cloud Implementation Guide:

- \* "Successful implementations begin with assembling a cross-functional team familiar with Quote-to-Cash processes."
- \* "Plan the implementation in phases and scope foundational setup such as data modeling, catalog design, and integrations."
- \* "Avoid enabling all settings at once or jumping directly into custom development." Options B and C violate Salesforce best practices by prioritizing development prematurely or enabling everything without planning.

References: Revenue Cloud Implementation Guide - Project Readiness, Phased Implementation Strategy.

#### NEW QUESTION # 110

During a transaction, which capability does the Transaction Line Editor provide?

- **A. Filtering**
- B. Auto Save Changes
- C. Drag to Sort

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Transaction Line Editor (TLE) supports:

- \* Column filtering and sorting.
- \* Inline editing and recalculation.
- \* Manual save actions.

There is no "drag to sort" capability (A). Changes are not auto-saved (C); users must explicitly save.

References:

Revenue Lifecycle Management Implementation Guide - Transaction Line Editor Features

#### NEW QUESTION # 111

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 # 112

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