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Salesforce Rev-Con-201 Exam Syllabus Topics:

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

Topic 3	<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 4	<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 5	<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.
Topic 6	<ul style="list-style-type: none"> • Revenue Cloud Platform Concepts: This section of the exam measures the skills of Revenue Cloud Consultants and covers the foundational Salesforce features required to configure Revenue Cloud. It focuses on setting up flows, Lightning components, permission set licenses, and permission sets, while also identifying core platform capabilities such as Context Service, OmniStudio, the Business Rules Engine, and available APIs. The section also includes creating context-aware dashboards, selecting meaningful KPIs, and understanding the key Revenue Cloud objects, fields, and data relationships that support end-to-end revenue processes.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q67-Q72):

NEW QUESTION # 67

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called 'Shipping Service'. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately.

What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Bundle
- B. Account
- C. Order

Answer: C

Explanation:

In Salesforce Revenue Cloud's Subscription Management and Order Fulfillment framework, Decomposition Scope determines how fulfillment requests are grouped during the decomposition process. If the goal is to group multiple commercial products (and their technical/fulfillment counterparts) from different bundles within the same order into a single shipment, the appropriate scope is "Order".

Using Order-level Decomposition Scope ensures that all applicable products within the same order are processed as a single unit for fulfillment, which is ideal when shipping coordination is needed across bundles or product lines. This avoids generating multiple shipments for each product or bundle, thereby streamlining logistics and enhancing customer experience.

Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use

'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:

Subscription Management Implementation Guide

Salesforce Order Management Configuration Guide

NEW QUESTION # 68

A company using Revenue Cloud experiences frequent change requests after the customer accepts the quote and the order is activated. Order managers want the ability to change orders after activation but before fulfillment.

Which out-of-the-box permission set should be assigned to Order Managers to support in-flight order changes?

- A. Place Supplemental Order
- **B. Place Change Order**
- C. Place Superseded Order

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Revenue Cloud introduces Change Orders as the standard mechanism for modifying activated orders.

From the Order Management section of Revenue Cloud documentation:

* "Assign the Place Change Order permission set to users who manage in-flight order changes."

* "Change Orders allow quantity increases or decreases after an order is activated." Superseded orders and supplemental orders serve different purposes and do not support general in-flight changes.

References: Revenue Lifecycle Management / Order Management Guide - Change Orders; Permission Set Definitions.

NEW QUESTION # 69

A development team is designing a new Salesforce solution. During the design phase, a team member suggests incorporating a feature that was showcased on a future Salesforce product roadmap.

Given Salesforce's 'Safe Harbor' statement, how should the team approach this suggestion regarding their current design?

- **A. All design elements must adhere to the current, generally available features and avoid any unreleased features shown on the roadmap.**
- B. The team can design and build the solution based on the future roadmap items as they will become available soon.
- C. With verbal confirmation from a Salesforce Product Manager, the team can incorporate design elements based on roadmap items.

Answer: A

Explanation:

* "Any unreleased services or features referenced are not currently available and may not be delivered on time or at all."

* "Customers should make their purchase decisions based upon features that are currently available." Why B is correct (Step-by-step):

* Understand the core requirement: Salesforce's Safe Harbor requires that plans and designs do not depend on unreleased functionality.

* Key factors: Roadmap items are forward-looking, may change, slip, or never ship. Verbal confirmations do not change Safe Harbor constraints.

* Comprehensive solution: The team should design solely with GA capabilities and, if the roadmap feature becomes GA later, refactor or enhance the design at that time. To accommodate future possibilities, use extensible patterns (e.g., interface-driven design, feature toggles) that work with today's GA features yet allow safe adoption later-without committing to non-GA behavior now.

Incorrect options:

* A: Violates Safe Harbor by presuming delivery/timeline of unreleased features.

* C: Verbal confirmation does not override Safe Harbor; relying on it is noncompliant.

References

* Salesforce CPQ Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Billing Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Subscription Management Implementation Guide - Safe Harbor / Forward-Looking Statements

NEW QUESTION # 70

When a Ramped Asset is renewed using the InitiateRenew API, what happens to its quote line(s) in a renewal quote?

- A. The Ramped Quote Lines are recreated onto the renewal quote.
- B. One quote line is created for the Asset, and it is no longer ramped.
- C. A quote line for each ramp segment is created but not ramped.

Answer: A

Explanation:

Exact Extracts from Salesforce CPQ and Subscription Management Implementation Guides:

* "When a ramped asset is renewed through the InitiateRenew action or API, Revenue Cloud replicates the ramp structure from the original quote to the renewal quote."

* "Each ramp segment and its pricing terms are preserved on the renewal quote lines."

* "This ensures consistency in pricing logic, duration, and segment breakdowns for renewals of ramped subscriptions." Step-by-Step Reasoning:

* Scenario: Ramped subscription (e.g., quantity or price changing per period).

* Renewal via API: The InitiateRenew API copies asset and ramp data into the new quote.

* Result: All ramp segments are recreated - preserving ramp structure for renewal.

* Why B is Correct:

* Renewal quote retains the same ramp lines as the original asset.

* Why Others Are Incorrect:

* A: Segments are recreated as ramped (not flattened).

* C: Would eliminate ramp structure, which contradicts the API's renewal logic.

References :

* Salesforce CPQ Implementation Guide - Ramp Renewals and InitiateRenew API Behavior

* Salesforce Subscription Management Implementation Guide - Renewal Processing for Ramped Assets

NEW QUESTION # 71

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

Answer: C

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 # 72

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