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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q145-Q150):

NEW QUESTION # 145

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG is used only for reporting; BSs are unrelated to order activity.
- B. BSs are manually created, while BSGs are optional.
- C. A BSG groups related BSs under a single order product, even across amendments.

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Billing, when an order product is activated, the system automatically creates a Billing Schedule Group (BSG) to manage all associated Billing Schedules (BSs). The BSG acts as the controlling record that connects multiple BSs generated for the same order product-whether from the initial order or from subsequent amendments.

When an amendment increases product quantity, Salesforce Billing does not create a new BSG; instead, it adds new BSs under the existing BSG. This design ensures that all billing activities for that product line- original or amended-are tracked within one consistent group.

Each Billing Schedule (BS) defines when and how much to bill, while the BSG provides a unified structure for reporting, synchronization, and downstream billing actions (e.g., invoicing, revenue recognition).

Thus, the persistence of the same BSG across amendments reflects correct and expected system behavior- ensuring billing continuity, preventing duplicate invoicing, and maintaining a single view of all schedules related to one order product.

Exact Extracts from Salesforce Revenue Cloud (Billing Implementation Guide):

- * "A Billing Schedule Group (BSG) acts as a container for all Billing Schedules associated with the same order product. When amendments occur, Salesforce Billing generates new Billing Schedules under the existing Billing Schedule Group."
- * "Billing Schedules define the timing and amounts to bill, while Billing Schedule Groups maintain continuity across amendments and changes." References (document/source names only; no URLs):
- * Salesforce Billing Implementation Guide - Billing Schedules and Billing Schedule Groups
- * Salesforce Billing Implementation Guide - Amendments and Schedule Regeneration
- * Salesforce Revenue Cloud Data Model - Order Product to Billing Schedule Relationships

NEW QUESTION # 146

A Revenue Cloud sales user is working with a customer who wants to use their own service order in a .docx file format. The customer needs to provide additional details for a contract to include their own custom terms.

Which option in the versioning process supports this requirement?

- **A. Import Contract**
- B. Modify Contract in Microsoft 365 editor
- C. Generate Contract from a Template

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud CLM supports Import Contract to:

- * Take a customer-provided .docx document.
- * Bring it into the CLM system as a contract version.
- * Allow further negotiation and clause management.

"Generate from a Template" (B) creates documents based on Salesforce templates, not external files. "Modify in Microsoft 365 editor" (C) assumes the contract was already generated from CLM; it doesn't start from a customer's own document.

References:

CLM / Contract Authoring Documentation - Import Contract Functionality

NEW QUESTION # 147

A solution architect notices that a complex product bundle uses multiple nested Constraint Modeling Language (CML) rules to enforce constraints during product configuration. Users report long load times when adding options to the bundle.

What should the architect do to improve configuration performance and ensure quotes remain technically and commercially viable?

- **A. Refactor and simplify CML constraints to reduce runtime complexity.**
- B. Replace CML entirely with Apex triggers to enforce constraints at quote submission.
- C. Disable constraint rules during configuration and validate selections after deployment.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud documentation recommends optimizing and simplifying constraint rules when performance issues arise. Key guidance includes:

- * Reducing the number of nested and overlapping CML rules.
- * Consolidating rules when possible.

* Avoiding unnecessary complexity that increases runtime evaluation time.

Disabling rules (B) breaks guardrails during configuration and goes against best practices; users would be able to configure invalid combinations.

Replacing CML with Apex triggers (C) removes real-time configurator guidance and is not recommended; constraints should be enforced in the configurator, not only at submission.

References:

Product Configurator and CML Documentation - Performance and Best Practices Revenue Lifecycle Management Implementation Guide - Constraint Rules Optimization

NEW QUESTION # 148

A customer purchased a few subscription ramp products on June 20, 2025, with a term of 1 year. On July 5, 2025, they called the sales rep to cancel the service effective June 29, 2025. The sales rep informed the customer that the cancellation cannot be processed for that date.

What is the earliest cancellation date that the subscription can be canceled?

- A. June 20, 2025 - Cancel the entire term
- B. June 20, 2026 - Cancel once term expires
- C. July 5, 2025 - Cancel effective today

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce CPQ and Subscription Management, subscription cancellations cannot be backdated to a date earlier than the current date when the amendment or cancellation action is performed. This rule ensures data integrity between contracts, billing schedules, and revenue recognition.

In this case, the customer requested cancellation effective June 29, 2025, but the cancellation request was received on July 5, 2025. Salesforce enforces that the earliest possible effective date is the date the amendment or cancellation is executed-July 5, 2025-not any past date.

The only scenario where a contract can be canceled from the start date (June 20, 2025) is if the entire subscription term is voided before any billing or revenue recognition has occurred. Since the service was already active, that option isn't valid.

Exact Extract from Salesforce Subscription Management Guide:

"Cancellations are effective on or after the date they are performed. Backdating cancellations before the current amendment date is not supported." References:

Salesforce Subscription Management Implementation Guide - Subscription Amendments and Cancellations Salesforce CPQ Implementation Guide - Amendment Rules and Effective Dates Salesforce Revenue Cloud Contract Lifecycle Management - Subscription Termination Behavior

NEW QUESTION # 149

A Revenue Cloud customer sells products that have a large number of attributes. The customer wants to change certain price-impacting attributes without making additional changes to the contract, such as quantity change, addition of new products, etc. How should a consultant do this using out-of-the-box Revenue Cloud functionality?

- A. Perform a Cancel/Replace.
- B. Perform an Early Renewal.
- C. Perform a Standard Amendment.

Answer: C

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "A Standard Amendment is used to modify existing subscriptions or assets within the active contract term. This includes changes to price-impacting attributes, terms, or product options."

* "Cancel/Replace is used for full contract replacements, whereas Early Renewal creates a new term before expiration."

* "When a customer wants to change price-impacting attributes only (e.g., service level, configuration), a Standard Amendment provides the flexibility to update without replacing or renewing." Step-by-Step Reasoning:

* Requirement: Change price-impacting attributes only within an active subscription.

* Appropriate Process: Standard Amendment, as it modifies the existing subscription line(s).

* Why B is Correct:

- * Designed for mid-term modifications including price-affecting changes.
- * Why Others Are Incorrect:
- * A (Cancel/Replace): Too disruptive; used for structural changes (product replacements).
- * C (Early Renewal): Starts a new contract; not relevant for in-term attribute updates.

References :

- * Salesforce Subscription Management Implementation Guide - Amendment Types and Use Cases
- * Salesforce Billing Implementation Guide - In-Term Amendments and Attribute Management

NEW QUESTION # 150

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