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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q31-Q36):

NEW QUESTION # 31

A Revenue Cloud Consultant is asked to provide a report on ordered internet service where upload/download speed is configurable and is required.

Which objects should the consultant use in a custom report to retrieve this information?

- **A. Order Products, Order Product Attributes**
- B. Order Product Attributes, Product Attribute Definition
- C. Order Products, Product Attribute Definition

Answer: A

Explanation:

In Salesforce Revenue Cloud, when configurable products are ordered (e.g., internet service with upload/download speeds), the configured values are stored at the Order Product Attribute level. These are linked to the corresponding Order Product, which represents the actual product ordered.

To generate a report that includes both:

- * The ordered item (Order Product)
- * Its specific configurations (upload/download speeds)

You need to use a custom report type that includes:

- * Order Products
- * Order Product Attributes

While Product Attribute Definition (mentioned in Option B and C) defines the possible attributes at the product catalog level, it does not store the selected values made during quoting or ordering. The actual values chosen are stored in the Order Product Attribute object.

This approach ensures that your report includes actual selections made by customers, not just the available options.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Order Product Attribute Usage": "Order Product Attributes store the selected values from the product configuration process and are linked directly to the corresponding Order Product."

* CPQ Data Model Reference - "Attributes and Orders": "Reporting on configurable products requires joining Order Product with Order Product Attribute to retrieve both the product and its configured values." References:

Subscription Management Implementation Guide

Salesforce CPQ and Billing Data Model Guide

Revenue Cloud Reporting and Analytics Guide

NEW QUESTION # 32

A Global System Integrator (GSI) provides consulting services by offering a variety of roles and skills based on the needs of the customers. The GSI has a global workforce of 30,000 consultants with expertise in many different technologies.

Currently, the GSI uses standard Salesforce functionality to quote using Opportunities, Quotes, and Pricebooks. As its consultants have so many different roles and skills, it maintains a large product catalog with upward of a million SKUs. A new product is created each time a new skill is added.

How should the GSI use Revenue Cloud to solve its SKU proliferation issue?

- A. Use Product Category to rationalize the product catalog.
- B. Use Product Classification to rationalize the product catalog.
- **C. Use Product Attributes to rationalize the product catalog.**

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, Product Attributes allow administrators to create dynamic, parameter-driven product definitions—removing the need for separate SKUs for every possible variation. Instead of defining millions of products (e.g., each skill as a unique product), organizations can create a single configurable product with attributes like skill type, level, region, or technology. Attributes are defined through Product Attribute Sets and linked to one or more products, enabling sales reps to select attribute values during configuration or quoting. This approach drastically reduces catalog complexity, improves quote performance, and provides flexibility for price rules, approvals, and product logic.

By contrast, Product Categories and Product Classifications are for grouping, filtering, or reporting purposes, not for modeling variation.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Attributes to define product variations without creating multiple SKUs. Attributes allow a single product record to represent many configurations." References:

NEW QUESTION # 33

A company processes orders. When the orders are activated but not submitted, the company wants the assets to be automatically created.

How should a Revenue Cloud Consultant automatically create assets for all order products?

- A. Use the Submit Order for Fulfillment flow.
- **B. Use the Assetize Order flow.**
- C. Use the Activate action on the order.

Answer: B

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, assetization is the process of converting order products into active Asset records that track entitlements and subscriptions. When a business requires asset creation upon order activation (before submission for fulfillment), the proper approach is to use the Assetize Order flow.

The Assetize Order flow automatically generates assets for all qualifying order products as soon as the order reaches the Activated status. It can be configured to run automatically through automation or invoked manually as part of an operational process.

The Submit Order for Fulfillment flow (option B) triggers fulfillment operations (e.g., provisioning or shipment) and is not intended for early asset creation. The Activate action alone does not create assets unless combined with the Assetize flow.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Use the Assetize Order flow to automatically create asset records when an order is activated. This process supports early asset creation prior to fulfillment." References:

Salesforce Subscription Management Implementation Guide - Assetize Order Flow Overview
Salesforce Revenue Cloud Data Model - Order to Asset Lifecycle
Salesforce CPQ-Billing Integration Guide - Automation for Asset Creation

NEW QUESTION # 34

A Cloud Consultant is using Contracts AI to retrieve clauses and contract fields from a PDF. After the initial run, the consultant realizes that a payment method custom field needs to be retrieved that was not initially included.

What should the consultant do to retrieve this custom field?

- A. Modify the AI prompt template to define the attribute mapping and context mapping for payment method.
- **B. Modify the contract extraction template to define the attribute mapping and context mapping for payment method.**
- C. Log a support case with Salesforce to enable payment method to be added to the extraction mapping used.

Answer: B

Explanation:

In Salesforce Revenue Cloud's Contracts AI functionality, the process of retrieving data such as clauses or contract fields from uploaded documents (e.g., PDFs) relies on Contract Extraction Templates. These templates define which attributes and contextual mappings are used during document extraction. When a new field-such as Payment Method (a custom field)-needs to be retrieved, it must be explicitly added to the extraction template through configuration.

Exact Extract from Salesforce Revenue Cloud Documentation:

"To extract additional custom fields or clauses, users must update the contract extraction template to include attribute and context mappings for each new field. The template defines which contract data points Contracts AI retrieves from the uploaded document."

- Salesforce Subscription Management Implementation Guide (Contracts AI section) The AI prompt template (Option B) controls the tone and structure of the generated summaries, not data extraction parameters. Logging a support case (Option C) is unnecessary, as this configuration is fully managed by the consultant or administrator through template updates.

References:

Salesforce Subscription Management Implementation Guide - Contracts AI Setup
Salesforce Revenue Cloud Implementation Guide - Contract Extraction Templates
Salesforce Revenue Cloud Consultant Study Guide

NEW QUESTION # 35

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 # 36

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