

Pass Guaranteed Quiz Valid Rev-Con-201 - Reliable Salesforce Certified Revenue Cloud Consultant Test Answers

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details

Topic 1	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.
Topic 2	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 3	Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
Topic 4	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.

>> **Reliable Rev-Con-201 Test Answers** <<

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q157-Q162):

NEW QUESTION # 157

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. Order
- B. Account
- C. Bundle

Answer: A

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

Revenue Cloud Fulfillment Architecture Notes

NEW QUESTION # 158

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

Answer: C

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.

NEW QUESTION # 159

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

Answer: C

Explanation:

The company has intentionally retained its existing custom tax engine for legacy products. The appropriate architecture is therefore to integrate that application with Revenue Management Billing through the Billing TaxEngineAdapter Apex interface.

The adapter pattern allows Revenue Management to invoke an external or custom tax-calculation implementation while keeping invoice generation and posting inside the Revenue Management billing lifecycle. The custom application can calculate jurisdiction-specific tax amounts and return the tax information required by Billing for invoice processing.

Option A unnecessarily assumes an AppExchange partner application. The business already has a custom tax application that it intends to preserve, so inserting a third-party tax solution is inconsistent with the stated architecture. Option B relies on CSV import, which would introduce manual or batch-based processing and weakens end-to-end automation. It is inappropriate where Billing needs tax values programmatically during invoice generation and posting.

Using the adapter interface preserves the existing tax-investment strategy while integrating it into Revenue Management 's automated invoice lifecycle.

Study Guide Reference: Invoice Management - Billing tax integration; TaxEngineAdapter Apex interface; external tax calculation and invoice generation.

NEW QUESTION # 160

A smartphone product is currently sold as a one-time upfront payment.

In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Term Monthly to the product.
- B. Assign a product selling model option of Evergreen Monthly to the product.
- C. Assign a product selling model option of Term Annual to the product.

Answer: A

Explanation:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.

The "Term Monthly" model means:

- * The product is sold with a defined term length (e.g., 12 months).
- * Billing occurs monthly, allowing installment-style payment plans.
- * The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.

The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.

"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Selling Models and Termed Products":

"Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."

* CPQ Implementation Guide - "Selling Model Configurations": "Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:

Subscription Management Implementation Guide

Salesforce CPQ Implementation Guide

NEW QUESTION # 161

A product administrator needs to add a required rule using Constraint Modeling Language (CML) so that whenever a product called Desktop is added to a quote, another standalone product called Monitor will be automatically added.

What is the correct CML syntax to write this rule?

- A. type Quote { relation desktop: Desktop [0..99]; relation monitor: Monitor [0..99] ; constraint(desktop, monitor, " Desktop requires Monitor "); }
- B. type Quote { relation desktop: Desktop; relation monitor : Monitor; require(Desktop [Desktop], Monitor [Monitor] , " Desktop requires Monitor "); }
- C. type Quote { relation desktop: Desktop [0..99]; relation monitor: Monitor [0..99] ; require(desktop [Desktop], monitor [Monitor] , " Desktop requires Monitor "); }

Answer: C

Explanation:

Option B uses the required Constraint Modeling Language structure for establishing a required relationship between two product relations. The model first declares the Desktop and Monitor relations with cardinalities [0..99], allowing zero or multiple instances in the quote context. The require() rule then establishes the dependency that whenever the relevant Desktop relation is present, Monitor must also be present.

The rule also includes the meaningful message " Desktop requires Monitor ", which communicates the configuration dependency to users or supports constraint evaluation feedback. The result is configuration-time enforcement rather than downstream detection of an invalid quote.

Option A is incorrect because constraint(desktop, monitor...) does not express the required product dependency using the appropriate require() construct. Option C omits the cardinality declarations and inconsistently references the type names rather than correctly applying the declared relations in the required- rule expression.

Constraint rules are valuable because they prevent incomplete or incompatible configurations while the transaction is being configured. In this scenario, the desired relationship is not merely validation; Monitor is mandatory whenever Desktop is selected. Study Guide Reference: Configure, Price, Quote - Product Configuration; Constraint Modeling Language; require rules; relation cardinality.

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