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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q83-Q88):

NEW QUESTION # 83

A Salesforce Consultant duplicated the amend, renew, and cancel Salesforce flow to customize it, allowing users to attach an existing Opportunity when clicking "Amend," "Renew," or "Cancel" on the Manage Asset Viewer. The new flow has been activated, but when users click any of the buttons, the original behavior still occurs.

Which step did the consultant likely miss?

- A. The consultant did not select the new flow in the Manage Asset Viewer component in the Lightning Record page.
- **B. The consultant did not update the managing assets flow under Revenue Settings to point to the new flow.**
- C. The consultant did not associate the new flow under the Product Discovery Settings.

Answer: B

Explanation:

Explanation (150-250 words)

In Salesforce Subscription Management, flows that handle asset lifecycle actions-such as Amend, Renew, and Cancel-are centrally managed through the Revenue Settings configuration. When a custom version of these flows is created, administrators must update the Managing Assets flow references in Revenue Settings to point to the new flow definitions.

Even if a new flow is activated, the system continues to use the one defined in Revenue Settings until that reference is explicitly updated. This is why users still experience the default behavior.

The Manage Asset Viewer component (option A) calls the configured flow indirectly; it doesn't hold flow references itself. Product Discovery Settings (option C) relate to catalog exploration and are unrelated to asset lifecycle operations.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"When customizing standard manage asset flows, update the flow references under Revenue Settings to ensure the system invokes the new version for amend, renew, or cancel actions." References:

Salesforce Subscription Management Implementation Guide - Customizing Manage Asset Flows
Salesforce Revenue Cloud Setup Guide - Revenue Settings Configuration
Salesforce Solution Architect Handbook - Asset Lifecycle Flow Governance

NEW QUESTION # 84

A large enterprise company offers flexible options for customers to lease or buy products. Before implementing Revenue Cloud, the company had a large product catalog to ensure that each product could be associated with the correct price to support both lease and buy use cases.

Which Revenue Cloud feature should help the company rationalize its product catalog?

- **A. Product selling model and product selling model option**
- B. Multiple price books and associated price book entries
- C. Commercial products and Technical products

Answer: A

Explanation:

Salesforce Revenue Cloud introduces the Product Selling Model and Product Selling Model Option framework to help companies offer multiple purchase or subscription options for the same base product, reducing catalog sprawl. This approach is ideal for businesses that previously created multiple product records (e.g., separate SKUs for lease vs. buy) just to accommodate different pricing or selling logic.

With selling models, you define whether a product is sold as a one-time purchase, subscription (e.g., monthly, annual), lease, or usage-based. You can then attach multiple Selling Model Options to a single product, each reflecting a specific commercial approach (e.g., Lease Monthly, Term Annual, One-Time).

This allows the business to maintain a streamlined catalog while supporting diverse sales motions.

Option B refers to the decomposition process and is more relevant for fulfillment than pricing.

Option C (Multiple Price Books) enables regional or segmented pricing but doesn't solve the core problem of catalog sprawl due to multiple sales models.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Product Selling Models": "Selling Models reduce catalog complexity by allowing a single product to support multiple commercial options such as one-time, lease, or subscription."

* CPQ Implementation Guide - "Product Configuration Best Practices": "Use selling model options to attach different billing or

pricing terms to a single product record rather than duplicating products." References:
Subscription Management Implementation Guide
Salesforce CPQ Implementation Guide
Revenue Cloud Product Catalog Strategy Notes

NEW QUESTION # 85

Universal Containers (UC) created a custom formula field called Annual Contract Value on the Asset object. UC wants this field visible during asset selection for amendment/renewal. How should a consultant enable this behavior?

- A. Modify the Asset related list on Page Layout
- B. Modify the screen flows in the amend, renew, and cancel flow
- C. **Modify the Managed Asset Viewer component on the Lightning page**

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's asset-based amendment and renewal flows use the Managed Asset Viewer Lightning Web Component to display the list of assets available for selection. This component determines which fields are displayed.

From the RLM Implementation Guide:

* "The Managed Asset Viewer component controls the list and fields shown when selecting assets during amend, renew, or cancel processes."

* "To display custom or additional asset fields, configure the field set used by the Managed Asset Viewer." Updating the page layout or modifying the screen flow does not alter the fields shown in the Managed Asset Viewer.

Why other options are incorrect:

* Page Layout changes do not influence the Managed Asset Viewer UI.

* The guided flows reference the component, not individual flow screens.

References:Salesforce Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Configuration; Asset Selection Experience.

NEW QUESTION # 86

A Revenue Cloud Consultant is defining relationships in Constraint Modeling Language (CML) to model a house that must contain rooms. The house must have at least one and at most five rooms, and exactly two bathrooms. The consultant also wants the system to instantiate rooms in a specific order - first a Living Room, then a Bedroom - when rooms are created. Which script correctly defines these relationships in CML?

- A. type House {relation rooms : Room[0..5] order (Bedroom, LivingRoom);relation bathrooms : Bathroom [2];}type Room;type LivingRoom : Room;type Bedroom : Room;type Bathroom : Room;
- B. **type House {relation rooms : Room[1..5] order (LivingRoom, Bedroom);relation bathrooms : Bathroom [2];}type Room;type LivingRoom : Room;type Bedroom : Room;type Bathroom : Room;**

Answer: B

Explanation:

Explanation (150-250 words)

Core requirement:

* Rooms: min 1, max 5 # Room[1..5]

* Bathrooms: exactly 2 # Bathroom[2] (fixed cardinality)

* Creation order: LivingRoom first, then Bedroom# order (LivingRoom, Bedroom) Key factors:

* In CML, relation <name> : <Type>[min..max] sets cardinality; a single number (e.g., [2]) sets an exact count.

* The order(...) clause specifies the instantiation order for related components.

* Subtyping (e.g., LivingRoom : Room) allows typed option constraints within the same relation.

* Option A is incorrect because it allows 0 rooms ([0..5]) and reverses the desired order.

* Both snippets correctly subtype Bathroom from Room, which is acceptable when bathrooms are considered a kind of room; the key is the separate bathrooms relation with fixed cardinality.

Comprehensive solution:

Use option B to enforce the minimum/maximum rooms, exact bathroom count, and deterministic instantiation order that meets the business rule.

Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below indicate the exact doc areas for this syntax.

References

* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax (relations, cardinality, ordering)

* Salesforce CPQ Implementation Guide - Advanced Configuration Patterns and Typed Relations

NEW QUESTION # 87

What should business stakeholders and product owners do to ensure a successful discovery and design phase in a Revenue Cloud project?

- A. Create a list of key challenges and success metrics for the project.
- B. Review all available APIs on the Revenue Cloud Developer Guide.
- C. Review and map customer challenges to Revenue Cloud features.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud project methodology emphasizes that early stages (discovery and design) must:

* Identify key business challenges clearly.

* Define measurable success metrics and outcomes (for example, quote cycle time reduction, billing accuracy, etc.).

While mapping challenges to features (B) is important, it comes after stakeholders align on what problems they are solving and how success will be measured. Reviewing APIs (A) is a technical task, not the primary responsibility of business stakeholders.

References:

Revenue Cloud Implementation Guide - Discovery & Design Best Practices

Salesforce Project Methodology - Success Metrics and Stakeholder Alignment

NEW QUESTION # 88

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As I mentioned, Ruby's modules give you a close approximation of multiple Rev-Con-201 inheritance, In this video, Paul presents the classic Deitel treatment of Object orientation, inheritance, and polymorphism.

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