Exam Salesforce Rev-Con-201 Format & Brain Rev-Con-201 Exam

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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	• 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	• 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 5	• 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 6	• 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.

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Since our Salesforce Certified Revenue Cloud Consultant practice exam tracks your progress and reports results, you can review these results and strengthen your weaker concepts. We offer Salesforce Rev-Con-201 desktop practice test software which works on Windows computers after installation. The web-based Rev-Con-201 practice exam needs no plugins or software installation. Linux, iOS, Android, Windows, and Mac support the web-based Salesforce Rev-Con-201 Practice Exam. Additionally, Chrome, Opera, Firefox, Safari, Internet Explorer support this Salesforce Certified Revenue Cloud Consultant Rev-Con-201 web-based practice test.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q123-Q128):

NEW QUESTION # 123
A critical manual review step in the order fulfillment process is designed to take up to 60 minutes. The company configures the system to trigger an alert if the task is not completed 15 minutes before its scheduled end.
Based on this scenario, which key parameters were configured in the Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Estimated Duration and Jeopardy Threshold
- B. Task Priority and Escalation Rule
- C. Completion Deadline and Warning Interval

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In DRO, SLA and jeopardy management are typically driven by:

* Estimated Duration - how long a task is expected to take (e.g., 60 minutes).
* Jeopardy Threshold - when a task is considered at risk (e.g., 15 minutes before due time).
These parameters enable jeopardy alerts and proactive management before SLA breaches.
Completion Deadline / Warning Interval (A) and Task Priority / Escalation Rule (B) are more generic concepts and not the named DRO configuration parameters for this specific SLA pattern.
References:
Dynamic Revenue Orchestrator Guide - Jeopardy Management, Estimated Duration, and Thresholds

NEW QUESTION # 124
A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.
Which option should the administrator use to accomplish this?

- A. type House {relation rooms : Room[4,5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})};
- B. type House {relation rooms : Room[0..5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})};
- C. type House {relation rooms : Room[0..5];require(rooms.size > 3, House[MediaRoom=true, color = "Blue"})};

Answer: B

Explanation:
Exact Extracts from Salesforce CPQ (Advanced Configurator and CML Guide):
* "CML allows you to define typed relationships and constraints within bundles or configurable products."
* "The relation syntax defines cardinality using [min..max] where 0..5 means minimum zero and maximum five related components."
* "The require() statement conditionally enforces the inclusion of components based on logical conditions. The syntax require(condition, target{attribute=value}) is used to mandate configuration rules." Step-by-Step Reasoning:
* Requirement Analysis:
* The "House" can have up to five rooms (0..5).
* If more than three rooms exist, include MediaRoom with color = "Blue."
* CML Construction:
* Define relation rooms : Room[0..5] to allow zero to five rooms.
* Apply require() to enforce conditional inclusion based on count logic.
* Why B is Correct:It follows correct CML syntax and semantics:
* Proper cardinality expression [0..5].
* Correct conditional requirement referencing rooms[MediaRoom]{color="Blue"}.
* Why Others Are Incorrect:
* A: Cardinality [4,5] enforces a minimum of 4 rooms always-violates the "up to five" requirement.
* C: Misuses the House reference inside require(), which should target the related entity (rooms).
References :
* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax and Semantics
* Salesforce CPQ Implementation Guide - Advanced Product Configuration and Conditional Rules

NEW QUESTION # 125
Universal Containers (UC) recently acquired another company called Cloud Kicks (CK). UC uses Revenue Cloud to manage its Product-to-Cash business process. CK manages its process using a custom app with standard Salesforce objects like Asset, Quote, Order, etc. Both Salesforce orgs will be merged into a single org with different processes until a long-term solution is implemented.
Sales leadership would like to clearly differentiate between the assets sold by UC and those sold by CK.
How should this be achieved out of the box?

- A. Use Asset Action Source to identify the source as Revenue Cloud or Custom App.
- B. Use a custom field to identify the source as Revenue Cloud or Custom App.
- C. Use HasLifecycleManagement to identify the source as Revenue Cloud or Custom App.

Answer: C

Explanation:

The standard way to identify whether an Asset is managed by Salesforce Revenue Cloud's Lifecycle Management engine is by using the HasLifecycleManagement field. This out-of-the-box field is a Boolean value on the Asset object that indicates whether the asset is tied to Revenue Lifecycle-managed records (e.g., originating from CPQ+ or Subscription Management flows).
This field enables reporting, filtering, and business logic to segment Revenue Cloud-managed assets from assets generated through custom or legacy systems like CK's app. It is the most appropriate solution in this scenario as it requires no customization and is supported natively by Salesforce.
* Option B suggests creating a custom field, which is unnecessary since the platform already provides a system field for this purpose.
* Option C (Asset Action Source) refers to tracing asset actions to originating events, but it is not suitable for broad classification of asset origin or management type.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Subscription Management Implementation Guide - "Asset Data Model":"The HasLifecycleManagement field flags whether an asset is lifecycle-managed by Revenue Cloud. This is useful in environments where assets come from multiple systems."
* Revenue Cloud Data Dictionary - "Asset Object":"Use HasLifecycleManagement to distinguish system-managed assets from externally generated or legacy assets." References:
Salesforce Subscription Management Implementation Guide
Salesforce Revenue Cloud Data Dictionary
Asset Lifecycle Management Documentation

NEW QUESTION # 126
A consultant is preparing to enable multicurrency in an org that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure.
What should the consultant do to resolve this?

- A. Clone the pricing procedure and create a new decision table with the Currency field. Link the new table to the cloned procedure and swap it into setup.
- B. Deactivate the pricing procedure and the associated decision table, then enable multicurrency and add the Currency field to the decision table before reactivating them.
- C. Enable multicurrency in the org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.

Answer: B

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
For Revenue Cloud's Salesforce Pricing:
* The Currency field becomes available for use in decision tables and pricing procedures only after multicurrency is enabled.
* If a decision table and pricing procedure are already active, you must deactivate them, update the table to include Currency, and then reactivate.
Simply waiting (C) will not retroactively expose Currency in existing decision tables. Cloning (A) is unnecessary and more complex than required.
References:
Salesforce Pricing / Revenue Lifecycle Management Implementation Guide - Multicurrency Enablement and Pricing Procedures
Decision Table Configuration Steps for Currency-based Pricing

NEW QUESTION # 127
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. One Asset Actions and two Asset State Periods
- B. Two Asset Actions and two Asset State Periods
- C. Two Asset Actions and one Asset State Periods

Answer: B

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 # 128
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