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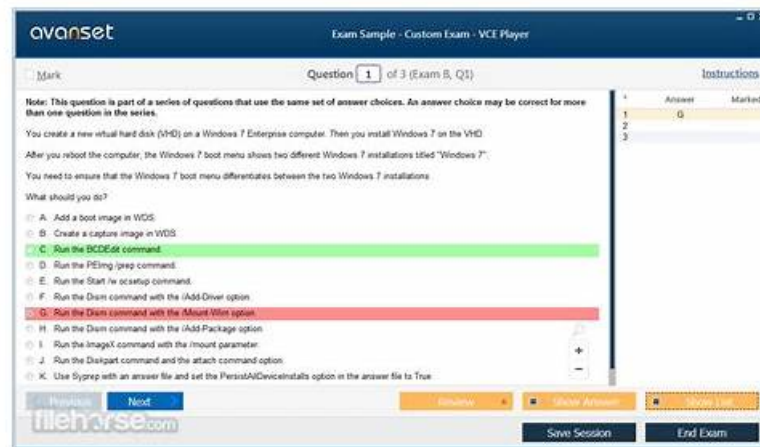

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q93-Q98):

NEW QUESTION # 93

A consultant wants to inherit all the standard components of the standard context SalesTransactionContext, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components.
The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customizations that were made.
What should the consultant do to achieve this?

- A. Upgrade SalesTransactionContext.
- B. Clone SalesTransactionContext.
- C. Extend SalesTransactionContext.

Answer: C

Explanation:
Explanation (150-250 words)
In Salesforce Revenue Cloud, the Context Service provides reusable, versioned context definitions that define transactional data used in pricing, quoting, and billing operations. When a consultant wants to customize a standard context definition while retaining upgrade compatibility, the correct method is to extend the standard context (not clone it).
Extending a context (e.g., SalesTransactionContext) allows the new definition to inherit all standard nodes, attributes, and mappings from the base definition. The consultant can then safely add or override components without modifying the standard base. When Salesforce releases upgrades to the standard context, the extended context automatically inherits new or improved components, preserving all custom enhancements.
Cloning, on the other hand, creates a static copy and breaks the upgrade path-future improvements to the standard context would not be inherited.
Exact Extract from Salesforce Revenue Cloud Platform Guide:
"Extend a standard context to inherit its nodes and mappings. This ensures access to Salesforce-delivered updates while preserving your custom additions." References:
Salesforce Revenue Cloud Platform Concepts - Context Service and Context Definition Inheritance Salesforce CPQ & Billing Developer Guide - Extending Standard Context Definitions Salesforce Subscription Management Implementation Guide - Best Practices for Context Extensibility

NEW QUESTION # 94

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

Answer: B

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 # 95
An administrator is configuring a subscription product in Revenue Cloud for a customer whose order starts on January 1. The finance team wants to collect payment before the service begins so that each invoice is sent on the 15th of the prior month.
Which Billing Type should the Billing Treatment Item have to meet this requirement?

- A. None
- B. Arrear
- C. Advance

Answer: C

Explanation:
Exact Extracts from Salesforce Billing Implementation Guide:
* "Billing Type determines when a customer is invoiced and charged for a subscription or service. You can set Billing Type to Advance or Arrear."
* "Advance billing collects payment before the service period begins. The invoice is generated prior to the start date of the service period."
* "Arrear billing collects payment after the service has been delivered." Step-by-Step Reasoning:
* Requirement: The finance team wants invoices to be sent before the service begins (on the 15th of the prior month).
* Advance Billing Type: Ensures that invoicing occurs prior to the service period start, aligning perfectly with the "collect before service" requirement.
* Arrear Billing Type: Would bill after the service delivery, which does not meet the requirement.
* None: Would result in no defined billing schedule, leaving the invoicing behavior undefined.
Therefore, Advance Billing Type is correct.
References :
* Salesforce Billing Implementation Guide - Billing Treatments and Billing Type
* Salesforce Subscription Management Implementation Guide - Invoice Timing and Billing Configuration

NEW QUESTION # 96
After activating an order for a usage-based analytics subscription, a billing specialist wants to confirm that the system has generated the necessary components to support usage tracking, entitlement enforcement, and billing readiness.
Which set of records is created automatically as part of the usage management process?

- A. Usage Entitlement Account, Usage Entitlement Bucket, Wallet
- B. Product Consumption Summary, Rate Adjustment Entry, Billing Event
- C. Asset, Entitlement Policy, Wallet

Answer: A

Explanation:
Explanation (150-250 words)
When a usage-based subscription is activated in Salesforce Billing or Subscription Management, the system automatically generates a hierarchy of records that support usage tracking, entitlement enforcement, and billing readiness.
These include:

* Usage Entitlement Account (UEA): Identifies the customer's entitlement context for usage collection.
* Usage Entitlement Bucket (UEB): Stores individual usage events or quantities accumulated for a given period and product.
* Wallet: Tracks prepaid balances or usage credits and integrates with rating and billing to manage consumption and renewals.
This structure ensures all usage data is captured, rated, and invoiced accurately according to entitlements.
Option A represents general asset and entitlement records but not specific usage entities. Option B lists derived financial records, not the foundational usage structures.
Exact Extract from Salesforce Billing Implementation Guide:
"Upon activation of a usage-based order product, Salesforce Billing creates a Usage Entitlement Account, Usage Entitlement Bucket, and Wallet to support usage capture, entitlement enforcement, and billing integration." References:
Salesforce Billing Implementation Guide - Usage Management Overview
Salesforce Revenue Cloud Data Model - Usage Entitlement Entities
Salesforce Subscription Management Implementation Guide - Wallet and Usage Tracking

NEW QUESTION # 97

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

Answer: B

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 # 98

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