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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q57-Q62):

NEW QUESTION # 57

An IT service provider purchased Revenue Cloud. Currently, the provider needs to mark its Super Duper Product as an automatically renewable product with no manual interaction from users.

How should a Revenue Cloud Consultant handle this requirement?

- A. Select the Auto Renew checkbox on the product selling model.
- B. Select the Auto Renew checkbox on the Asset object.
- C. Select the Auto Renew checkbox on the Product2 object.

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce CPQ and Subscription Management, automatic renewal behavior is driven at the product level via the Auto Renew field on the Product2 record. When this checkbox is selected, any subscription created for that product automatically inherits the renewal behavior - meaning that the system will create renewal opportunities, quotes, or contracts automatically without user intervention.

The Auto Renew setting on Product2 defines renewal eligibility for all subscriptions derived from that product, ensuring consistent automation across all customers and contracts.

The Asset object does not directly control renewal logic; instead, it reflects renewal status after processing.

The Product Selling Model defines how products are sold (one-time, recurring, usage-based), but renewal logic is still determined by the Product2-level Auto Renew setting.

Exact Extract from Salesforce Subscription Management Guide:

"To enable automatic subscription renewal without user action, select the Auto Renew checkbox on the Product2 record.

Subscriptions created from this product will automatically renew upon term completion." References:

Salesforce Subscription Management Implementation Guide - Auto-Renewal Configuration Salesforce CPQ Implementation Guide

- Subscription Product and Renewal Behavior Salesforce Revenue Cloud Data Model - Product2 and Subscription Relationship

NEW QUESTION # 58

A Revenue Cloud Consultant wants to customize the Transaction Line Editor to display an existing custom field, Estimated Delivery Date, for sales reps when they are working on Quote record pages.

What is the correct method to achieve this customization?

- A. Add Estimated Delivery Date as a selected field to the Transaction Line Editor component in the Quote Lightning Record page.
- B. Add the Estimated Delivery Date field to the relevant Quote Line Item page layout to display the field in the Transaction Line Editor.
- C. Enable 'Instant Pricing' under Revenue Settings to automatically display all custom fields on the Transaction Line Editor.

Answer: A

Explanation:

Explanation (150-250 words)

The Transaction Line Editor (TLE) in Salesforce Revenue Cloud provides a configurable grid interface for users to interact with Quote Line Items (QLIs). To display custom fields such as Estimated Delivery Date, administrators must explicitly add those fields to the Selected Fields list of the TLE component within the Quote Lightning Record Page.

This configuration determines which fields appear in the line editor and in what order. Adding fields to the Quote Line Item page layout (option C) does not affect TLE visibility because the TLE configuration operates independently of page layouts. Option B (enabling Instant Pricing) controls pricing recalculation frequency and is unrelated to UI field visibility.

Exact Extract from Salesforce CPQ Implementation Guide:

"To display a custom field in the Transaction Line Editor, add it as a selected field in the TLE component configuration on the record page where it appears." References:

Salesforce CPQ Implementation Guide - Transaction Line Editor Customization Salesforce Revenue Cloud Configuration Guide -

TLE Field Selection and Layout Management Salesforce Solution Architect Handbook - Optimizing Line Editor User Experience

NEW QUESTION # 59

A sales user is trying to add products to a Quote using Product Discovery via Browse Catalog in Revenue Cloud. However, they are unable to see the products they are looking to add. What is the reason for this issue?

- A. The sales user profile does not have the "View All" on Product2 object permission, allowing users to have access to all the Products
- B. The products are not associated with an active price book entry that belongs to the price book selected on the Quote
- C. The Product Discovery component on the Quote Layout is misconfigured or hidden and unable to be accessed on Lightning page

Answer: B

Explanation:

The most common reason products do not appear in Browse Catalog is that they lack an active price book entry in the price book associated with the quote. This is a fundamental requirement for product visibility in Revenue Cloud's Product Discovery process.

Product visibility in Browse Catalog depends on multiple configuration factors, but the price book entry is critical. According to Revenue Cloud troubleshooting documentation, products must have an active price book entry within the specific price book selected on the quote or order. Without this price book entry, even if the product exists and is active, it will not appear in the catalog browse experience.

When a quote is created, it is associated with a specific price book. The Product Discovery process filters products based on this price book association, showing only products that have entries in that particular price book. This ensures that sales users only see products they can actually sell at valid prices. Additionally, the price book entry must be active; inactive entries will not make products visible.

While Option B regarding permissions could affect product visibility in some scenarios, it is not the primary reason for products not appearing in Browse Catalog. The "View All" permission relates to record-level access rather than Product Discovery functionality. Option C about component configuration would prevent access to Browse Catalog entirely, not just hide specific products. The absence of a valid, active price book entry in the quote's associated price book is the most direct and common cause of products not appearing during the browse phase.

References: Revenue Cloud Implementation Guide - Product Discovery Configuration, Salesforce Help - Products Not Showing in Browse Catalog troubleshooting

NEW QUESTION # 60

A sales rep needs to renew multiple assets. Some assets can be renewed at the same prices and do not require negotiation, so the rep can directly create a renewal order. Other assets need higher prices and require a quote for negotiation. When the sales rep starts the renewal process, they cannot choose whether to create a quote or an order.

How should a Revenue Cloud Consultant address this issue?

- A. Change the Revenue Cloud settings to allow renewal quote and order creation.
- B. Override the standard Salesforce flow to allow renewal quote and order creation.
- C. Customize the Manage Asset component to allow renewal quote and order creation.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Renewal Management includes settings that control whether renewals create:

- * A renewal quote,
- * A renewal order,
- * Or allow the user to choose between the two.

The recommended approach is to configure Revenue Cloud / Renewal Settings appropriately so users can pick the desired path during renewal. Overriding flows (B) or customizing managed components (C) is not the recommended or supported first step.

References:

Revenue Lifecycle Management Implementation Guide - Renewal Configuration and Settings Asset-Based Renewals Documentation - Controlling Quote vs Order Creation

NEW QUESTION # 61

Universal Containers went live with Revenue Cloud 90 days ago. Since then, the sales team has been using Revenue Cloud to perform all of their business transactions, from New Sales to Renewals. Sales leaders requested the IT team to provide insights into trends like monthly and annual recurring revenue, renewal rates, accounts up for renewal, and the overall financial state of the accounts.

Which out-of-the-box dashboard should the IT team use for these insights?

- A. Order Analytics
- B. Subscription and Revenue Lifecycle Analytics
- C. Pricing Analytics

Answer: B

Explanation:

Explanation (150-250 words)

Salesforce Revenue Cloud includes Subscription and Revenue Lifecycle Analytics, a prebuilt set of dashboards within Tableau CRM (CRM Analytics) that provides deep insights into recurring revenue, renewals, and customer financial health.

This dashboard tracks key subscription metrics such as Monthly Recurring Revenue (MRR), Annual Recurring Revenue (ARR), churn rate, renewal pipeline, and account revenue contribution. It visualizes performance trends from CPQ, Billing, and Subscription

Management data-giving sales and finance leaders a comprehensive view of revenue operations.

Order Analytics (option A) focuses on order line and fulfillment metrics, while Pricing Analytics (option C) analyzes discounting and price rule effectiveness, not recurring revenue performance.

Exact Extract from Salesforce Revenue Cloud Analytics Guide:

"Use the Subscription and Revenue Lifecycle Analytics app to monitor MRR, ARR, renewal performance, and account-level revenue insights across the customer lifecycle." References:

Salesforce Revenue Cloud Analytics Implementation Guide - Subscription and Revenue Lifecycle Analytics Overview
Salesforce Revenue Cloud Solution Architect Handbook - KPIs for Recurring Revenue and Renewal Health
Tableau CRM for Revenue Cloud - Prebuilt Dashboards and Dataflows

NEW QUESTION # 62

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