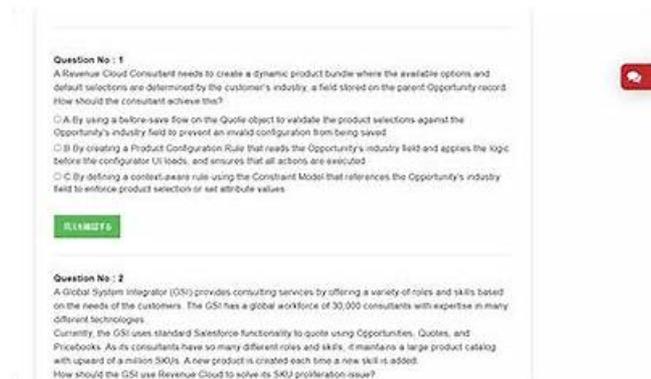


Rev-Con-201日本語版参考書 & Rev-Con-201日本語pdf問題



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Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q15-Q20):

質問 # 15

A product manager is creating a bundle in Product Catalog Management and would like to limit the component quantity to three on specific components. How should the product manager achieve this outcome?

- A. Set the maximum number of components on the Group Cardinality to three.
- B. Set the maximum quantity to three on the Product Record of each of the desired components.
- C. Set the maximum quantity field on the Local Cardinality of the desired component product to three.

正解: C

解説:

Local Cardinality is the correct Revenue Cloud feature for limiting component quantities within a bundle.

According to Salesforce Help documentation on "Manage Local Cardinality," local cardinality defines the default, minimum, and maximum quantity of a product component that is permissible in a product bundle.

When a product manager edits the local cardinality of a component within a bundled product, they can set the Max Quantity field to three. This setting restricts customers to ordering a maximum of three units of that specific component when configuring the bundle. The local cardinality settings are configured at the Structure tab of the bundled product, accessible from the Product Catalog Management app.

The local cardinality feature includes several configurable fields: Require this component, Include component by default, Allow quantity changes, Min Quantity, Max Quantity, Quantity Scaling Method, and Price Includes Component. The Max Quantity field specifically controls the upper limit for that component's quantity. This applies to individual product components, enabling granular control over bundled product configurations.

Option A refers to Group Cardinality, which sets limits on a group of products rather than individual components. Option B about modifying the Product Record is incorrect; quantity limits cannot be set at the product level directly for bundle purposes. Local Cardinality is the dedicated feature in Revenue Cloud Product Catalog Management for setting component-specific quantity constraints within bundles.

References: Salesforce Help - Manage Local Cardinality, Define Quantity Limits for Bundled Products, Product Catalog Management documentation

質問 # 16

A global enterprise is implementing Salesforce Revenue Cloud to simplify collaboration between sales, finance, and legal teams throughout the revenue lifecycle. The organization's key goal is to have a single source of truth to understand where the order is in its lifecycle without relying on disconnected tools or manual handoffs.

How does Dynamic Revenue Orchestrator (DRO) help meet these goals?

- A. DRO automates the entire quote to order lifecycle.
- B. DRO automates the revenue lifecycle.
- C. DRO automates the order lifecycle and streamlines fulfillment.

正解: C

解説:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "Dynamic Revenue Orchestration (DRO) automates and manages the order lifecycle, ensuring seamless handoffs between sales, fulfillment, finance, and legal teams."

* "DRO defines orchestration plans and fulfillment steps, providing visibility into each stage of the order lifecycle from activation to fulfillment."

* "While the quote-to-order process is handled in CPQ and order submission, DRO takes over post-order activation to automate downstream fulfillment, billing, and revenue recognition processes." Step-by-Step Reasoning:

* Key goal: Unified visibility of order lifecycle and automated handoffs across departments.

* Correct Function: DRO orchestrates and monitors order fulfillment and revenue processes, automating tasks across systems.

* Why B is Correct:

* Focused on automating the order lifecycle (post-order stage).

* Provides real-time orchestration, eliminates manual handoffs.

* Why Others Are Incorrect:

* A: Too broad - the revenue lifecycle includes quoting and contracting not handled by DRO alone.

* C: Quote-to-order automation is managed by CPQ and Order Management, not DRO.

References :

* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Overview

* Salesforce Billing Implementation Guide - Order Lifecycle Automation and Fulfillment Design

質問 # 17

After a quote is created from amending a bundle asset, a user unselects a bundle component inside the configurator and saves and exits to the Transaction Line Editor.

How will the user identify the unselected bundle component?

- A. It will show a red cancel tag next to the product that was unselected, and the quantity will be -1.
- B. The line item status field will show "Canceled", and quantity will be 1.
- C. No line items will be displayed for the unselected component.

正解: A

解説:

Comprehensive and Detailed Explanation From Exact Extract:

When a user removes (unselects) a bundle component during an amendment, Salesforce displays the removed item in the quote as a cancellation action.

From the RLM / CPQ Configurator documentation:

* "When a component is removed during an amendment, the TLE displays a red cancellation indicator."

* "The system shows the cancellation as a negative quantity (-1 or reduction of original quantity)." Option A is incorrect because removed items must appear in the amendment quote.

Option C uses Status = Canceled but does not reflect the required cancellation tag or quantity behavior.

References: Revenue Lifecycle Management Implementation Guide - Amendments; Bundle Component Removal Behavior; Cancellation Line Indicators.

質問 # 18

A Revenue Cloud Consultant needs to create a dynamic product bundle where the available options and default selections are determined by the customer's industry, a field stored on the parent Opportunity record.

How should the consultant achieve this?

- A. By creating a Product Configuration Rule that reads the Opportunity's industry field and applies the logic before the configurator UI loads, and ensures that all actions are executed
- **B. By defining a context-aware rule using the Constraint Model that references the Opportunity's industry field to enforce product selection or set attribute values**
- C. By using a before-save flow on the Quote object to validate the product selections against the Opportunity's industry field to prevent an invalid configuration from being saved

正解: B

解説:

Explanation (150-250 words)

In Salesforce Revenue Cloud, when product bundle behavior must change dynamically based on contextual data (e.g., Opportunity or Account fields), the correct approach is to use context-aware Constraint Models.

Constraint Models can reference context attributes, such as the Industry field from the parent Opportunity, to dynamically control which product options are available or preselected during bundle configuration.

This approach ensures the configurator UI loads with the correct options and default selections without additional automation or UI components. The logic resides in the Constraint Model, which can define inclusion, exclusion, or recommendation rules that evaluate the context in real time.

Flows or configuration rules (like option B) don't have direct access to Opportunity context within the configurator session; Constraint Models are specifically designed for contextual, attribute-driven logic.

Exact Extract from Salesforce CPQ Implementation Guide:

"Constraint Models can reference contextual data from related records such as Opportunity, Account, or Quote to drive dynamic product configuration behavior." References:

Salesforce CPQ Implementation Guide - Constraint Models and Context Awareness
Salesforce Revenue Cloud Developer Guide - Contextual Attributes in Product Configuration
Salesforce CPQ Best Practices - Dynamic Bundling Based on Context Data

質問 # 19

A product bundle has defined a constraint model that is currently in use and has been actively sold for the last few months. A new product will be launched next month and will be sold as part of the same bundle. The product designer updated the bundle structure under Product Catalog Management to add the new product.

What must the product designer do to ensure that the child product is added to the constraint model within the product bundle?

- A. Once a bundle is updated in Product Catalog Management, create a constraint model, then import the associations from Product Catalog Management.
- **B. Create a new type for the child product in the Constraint Modeling Language (CML) Editor, then import the associations for the type from Product Catalog Management.**
- C. Use the Visual Builder to add the child product to the constraint model, then import the associations for the type from Product Catalog Management.

正解: B

解説:

Explanation (150-250 words)

In Salesforce Revenue Cloud, Constraint Models define configuration logic through Constraint Modeling Language (CML). When a new child product is added to an existing bundle, the system does not automatically include it in the associated constraint model. To bring the new product into scope, the designer must:

* Create a new type in the CML Editor that corresponds to the newly added product.

* Import the product associations from Product Catalog Management to ensure the constraint model references the correct product hierarchy and rules.

This approach integrates the new component into the model while retaining existing logic and rule structure.

Option A incorrectly assumes the Visual Builder can auto-import relationships for new products, and option B would create a new constraint model rather than updating the existing one.

Exact Extract from Salesforce CPQ Implementation Guide:

"When new products are added to an existing bundle, define a new type for the product in the Constraint Model and import the associations from Product Catalog Management to ensure inclusion in configuration rules." References:

Salesforce CPQ Implementation Guide - Constraint Model Maintenance and CML Editor Usage
Salesforce Revenue Cloud Catalog Management Guide - Updating Bundles with New Components
Salesforce Solution Architect Handbook - Constraint Model Versioning and Governance

質問 # 20

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