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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none"> • 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.
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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q28-Q33):

NEW QUESTION # 28

A Revenue Cloud Consultant confirmed that a user has the correct permissions and license access to view and amend assets. However, when the user navigates to the Account page, they do not see any assets available for amendment, even though active assets exist.

What is the reason the user cannot see the assets?

- A. The Managed Asset Viewer component and the Asset related list are missing from the Account page layout.
- B. The asset records have expired and, as a result, are no longer displayed on the Account page.
- C. The consultant needs to set up the Amend, Renew, and Cancel flow to allow amendments and renewals.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Managed Asset Viewer is a Lightning component that must be added to the Account Lightning page to display and manage assets. In addition, the Asset related list can also be surfaced for basic asset visibility.

Revenue Cloud documentation notes that users may have full object access but still be unable to see assets if:

* The Managed Asset Viewer component is not placed on the Account page.

* The Asset related list is not included on the layout.

Amend/Renew/Cancel flows (C) drive process but do not control base visibility. Expired assets (B) may still be visible depending on filters; this does not explain "no assets visible" when active ones exist.

References:

Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Setup and Page Configuration

NEW QUESTION # 29

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called 'Shipping Service'. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately.

What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Account
- B. Order
- C. Bundle

Answer: B

Explanation:

In Salesforce Revenue Cloud's Subscription Management and Order Fulfillment framework, Decomposition Scope determines how fulfillment requests are grouped during the decomposition process. If the goal is to group multiple commercial products (and their technical/fulfillment counterparts) from different bundles within the same order into a single shipment, the appropriate scope is "Order".

Using Order-level Decomposition Scope ensures that all applicable products within the same order are processed as a single unit for fulfillment, which is ideal when shipping coordination is needed across bundles or product lines. This avoids generating multiple shipments for each product or bundle, thereby streamlining logistics and enhancing customer experience.

Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use 'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:
Subscription Management Implementation Guide
Salesforce Order Management Configuration Guide
Revenue Cloud Fulfillment Architecture Notes

NEW QUESTION # 30

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

Answer: C

Explanation:

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.

NEW QUESTION # 31

In the new fiscal year, the pricing team has released updated prices for all of its products. A sales rep had an agreement with one of their customers stating that as soon as new prices are released, the original prices would need to be refreshed, as they had been given a heavy discount on their original deal. The sales rep will need to ensure that there is no service disruption to the customer during the price updating process. How should the sales rep configure the deal to pull the updated prices for this customer's assets?

- A. Amend the original asset, negate the original quantity, re-add the product with the same quantity, and go through the Quote to Order process.
- B. Change the end date of the Asset, re-add the product with the same quantity, and go through the Quote to Order process.
- C. Amend the original asset, leave the original quantity, reprice the quote, and go through the Quote to Order process.

Answer: C

Explanation:

The correct approach to refresh prices for existing assets without service disruption is to amend the original asset, leave the original quantity unchanged, and use the reprice functionality. This method ensures continuity while updating pricing terms.

When amending an asset in Revenue Cloud, the amendment flow allows sales reps to create an amendment quote reflecting the desired changes. The amendment quote inherits the asset's current configuration while allowing price adjustments. By leaving the quantity unchanged but rephrasing the quote, the system applies the new pricing without requiring the customer to purchase additional units or experience a service gap.

After rephrasing the amendment quote with the updated prices, the sales rep creates and activates an order from the quote. Upon order activation, the system processes the amendment by creating new Asset Actions that update the asset's financial terms while maintaining the customer's existing subscription. This approach preserves service continuity because the asset never goes inactive; it simply gets updated with the new pricing terms effective from the amendment start date.

Option A (negate quantity and re-add) would create unnecessary complexity and could cause momentary service gaps as the original quantity goes to zero before re-adding. This approach is inefficient for simple price updates. Option C (changing end date and re-adding) similarly creates duplication and potential service disruption. The reprice amendment approach, per the Amendment Creation process documented in Revenue Cloud, is the streamlined method that updates pricing while maintaining uninterrupted customer service.

References: Revenue Cloud Help - Asset Lifecycle Management, Amend, Renew, and Cancel Assets in Revenue Cloud, Asset Creation and Amendment Tutorial

NEW QUESTION # 32

A Revenue Cloud Consultant needs to run a report on the attribute runtime values when an order is activated and asset records are created. On which objects should the consultant base the report?

- A. Asset State Periods and Order Product Attribute
- B. Asset Action Source and Product Attribute Definition
- C. Asset State Periods and Asset State Period Attributes

Answer: C

Explanation:

Asset State Periods and Asset State Period Attributes are the correct objects for reporting on attribute runtime values at the time of asset creation. According to the Revenue Cloud Developer Guide, AssetStatePeriodAttribute represents a virtual object that holds key-value pairs of asset attributes in a specified asset state period.

When an order is activated, Revenue Cloud automatically creates assets from the order products. Along with asset creation, the system generates an initial Asset State Period representing the timespan when the asset has specific quantity, amount, and monthly recurring revenue (MRR) values. Critically, all product attributes configured during quoting are stored as Asset State Period Attributes, creating a permanent record of the exact attribute values at the time of asset creation.

Asset State Period Attributes is a child object of Asset State Period and is available in API version 60.0 and later. The AssetStatePeriodAttribute object stores the AttributeName, AttributeValue, and AttributePicklistValueId for each configured attribute. This relationship allows consultants to query attributes at their point of asset creation and track attribute runtime values across the asset's lifecycle. The Asset State Period object itself contains metadata about when the attribute values were active. Option B conflates different object types; Order Product Attribute stores attributes on orders, not on assets.

Option C (Asset Action Source and Product Attribute Definition) provides historical and definition-level information but not the actual runtime attribute values stored when assets are created. Asset State Period Attributes specifically captures the attribute state at asset creation time.

References: Revenue Cloud Developer Guide - AssetStatePeriodAttribute object, Asset State Period object documentation, Attribute Flow in Revenue Cloud

NEW QUESTION # 33

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