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## Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q94-Q99):

### 質問 # 94

A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- A. Create a custom Lightning web component to validate the attribute quantity.
- B. Create a constraint rule in the Constraint Model at the Quote Level.
- **C. Create a constraint rule in the Constraint Model at the Product Level.**

正解: C

解説:

Explanation (150-250 words)

In Salesforce CPQ, Constraint Models define validation, inclusion, and compatibility rules that control product configuration behavior. When a validation or warning depends on an attribute value of a single product, the logic should be defined at the Product

Level Constraint Model.

In this scenario, the "Terabyte" attribute belongs to "Product A," and the business rule requires displaying a warning message when the attribute exceeds 100. Implementing this at the Product Level Constraint Model ensures that the rule evaluates only that product's context and triggers the message directly within the configuration page when users input the attribute value.

Quote-level constraint models are used for cross-product validations across multiple quote lines, not for product-specific attribute conditions. Therefore, option C correctly uses the Product Level Constraint Model.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Level Constraint Models when the validation logic applies to a specific product's attributes or options. Use Quote Level models when the logic involves multiple products or quote lines." References:

Salesforce CPQ Implementation Guide - Constraint Models and Rule Hierarchies  
Salesforce Revenue Cloud Developer Guide - Product-Level Attribute Validation  
Salesforce CPQ Best Practices - Warning Messages and Validation Rules in Configuration

#### 質問 # 95

Universal Containers (UC) created a custom formula field called Annual Contract Value on the Asset object.

UC wants this field visible during asset selection for amendment/renewal.

How should a consultant enable this behavior?

- A. Modify the screen flows in the amend, renew, and cancel flow
- B. Modify the Asset related list on Page Layout
- C. Modify the Managed Asset Viewer component on the Lightning page

正解: C

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's asset-based amendment and renewal flows use the Managed Asset Viewer Lightning Web Component to display the list of assets available for selection. This component determines which fields are displayed.

From the RLM Implementation Guide:

\* "The Managed Asset Viewer component controls the list and fields shown when selecting assets during amend, renew, or cancel processes."

\* "To display custom or additional asset fields, configure the field set used by the Managed Asset Viewer." Updating the page layout or modifying the screen flow does not alter the fields shown in the Managed Asset Viewer.

Why other options are incorrect:

\* Page Layout changes do not influence the Managed Asset Viewer UI.

\* The guided flows reference the component, not individual flow screens.

References: Salesforce Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Configuration; Asset Selection Experience.

#### 質問 # 96

A customer wants to change specific line items of the order after it has been submitted but before it has been fulfilled. The system administrator has granted permissions to allow the order management team to make this change, but they are unable to do so.

What is the reason for this issue?

- A. The entire order is asseized.
- B. The entire order is activated.
- C. The entire order is decomposed.

正解: B

解説:

\* Salesforce Billing Implementation Guide - "Order Activation" section: "Once an order is activated, it is considered finalized and cannot be modified directly. Activated orders are used to generate invoices, fulfillments, and billing schedules. Any required changes must be made through amendments or new orders."

\* Salesforce CPQ Implementation Guide - "Orders and Contracts" section: "After an order is activated, the order lines become read-only. Users can no longer edit the order or its line items. To change product quantities, pricing, or terms, use the amendment or change order process."

\* Subscription Management Implementation Guide - "Order Lifecycle Management" section: "Activation transitions an order from a draft or submitted state into a locked state for processing. No direct modifications to order lines are permitted once activated."

Step-by-Step Reasoning

- \* Understand the scenario: The order has been submitted and permissions were granted, but the team still cannot edit line items.
- \* Key factor: If an order is activated, its records (header and line items) become locked for billing and fulfillment synchronization.
- \* Why option B is correct: Activation locks the order, preventing direct edits. The only way to make changes post-activation is via amendments or change orders, not direct editing.
- \* Why A and C are incorrect:
- \* A (Asseized): Not a Salesforce term related to order lifecycle.
- \* C (Decomposed): Decomposition refers to fulfillment item breakdown, not a locking mechanism preventing edits.

#### References

- \* Salesforce Billing Implementation Guide - Order Activation and Amendment Management
- \* Salesforce CPQ Implementation Guide - Orders and Contracts
- \* Salesforce Subscription Management Implementation Guide - Order Lifecycle and Change Management

#### 質問 # 97

A medical device company manages its product information across multiple disconnected systems. Product specifications are stored in a dedicated Product Information Management (PIM) system, pricing is maintained in complex spreadsheets managed by the finance team, and sellable part numbers (SKUs) are mastered in the company's Enterprise Resource Planning (ERP) system. How should a solution architect use Revenue Cloud to solve the company's data synchronization problems and streamline the process from quote to ERP fulfillment?

- A. By creating custom objects in Salesforce to replicate the data structure of the PIM and ERP systems, and writing custom Apex triggers to keep the three systems aligned
- B. By using an integration platform to sync data from the PIM, the pricing spreadsheets, and the ERP into Salesforce nightly, overwriting the Salesforce catalog each time
- C. By establishing the Salesforce Product Catalog as the single source of truth for all commercial products, pricing, and bundle configurations, and ensuring that downstream ERP systems consume this data for order fulfillment

#### 正解: C

#### 解説:

Salesforce Revenue Cloud recommends centralizing product, pricing, and configuration data within the Salesforce Product Catalog to act as the commercial system of record. This approach ensures that sales teams are quoting from a single, consistent catalog that reflects accurate SKUs, pricing, and configurations.

According to the Revenue Cloud Implementation Guides, this centralized model supports seamless quoting, bundling, discounting, and automated order and contract generation - all critical for streamlining the quote-to-cash process.

The ideal architectural approach is to establish Salesforce CPQ as the source of truth for all sellable items, with upstream data (e.g., from PIM and ERP systems) being normalized and integrated into the Salesforce Product Catalog, rather than allowing disparate systems to overwrite Salesforce data. This enables Salesforce to drive clean, validated quote generation, which can then be integrated downstream to ERP for fulfillment and invoicing.

Creating custom objects (as in option B) increases technical debt and complexity, while overwriting Salesforce data nightly (option C) introduces risk, latency, and data integrity issues.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* Salesforce CPQ Implementation Guide - "Product Catalog Best Practices": "Establish Salesforce CPQ as the system of record for commercial products, including pricing, configuration rules, and availability.

Use integration tools to populate product and pricing data from upstream systems such as ERP or PIM, ensuring consistency across quoting and order fulfillment processes."

\* Subscription Management Implementation Guide - "Data Model Alignment and Synchronization":

"Ensure a single source of truth for product data by leveraging Salesforce's product and pricing model.

External systems should consume rather than overwrite Salesforce product catalog information."

\* Billing Implementation Guide - "Integration Patterns for Order to Cash": "Salesforce should act as the authoritative quoting engine and drive orders into ERP for fulfillment. Product and pricing data should be managed in Salesforce to maintain quoting integrity."

#### References:

Salesforce CPQ Implementation Guide

Salesforce Billing Implementation Guide

Subscription Management Implementation Guide

Revenue Cloud Architecture Best Practices (Fall 2023 Release Notes)

#### 質問 # 98

A new product administrator has been tasked with managing the product catalog for their company. They can view product records

in the catalog but can't make any edits.  
What should a consultant do to fix this issue?

- A. Add the administrator to the Product Management Queue.
- B. Grant the Modify All Data permission on the Product object for the administrator.
- **C. Assign the Product Catalog Management Designer permission set license to the administrator.**

正解: C

解説:

In Salesforce Revenue Cloud, the ability to manage product records within the product catalog is governed by specific permission sets and licenses. If a user can view but not edit product records, they likely lack the proper Permission Set License (PSL) required to perform product catalog modifications.

The correct solution is to assign the Product Catalog Management Designer permission set license, which enables users to:

- \* Create and update product records
- \* Manage attributes, configurations, and pricing
- \* Work with product relationships and dependencies

According to the Salesforce CPQ Implementation Guide, this permission set is essential for users responsible for catalog operations.

Option A (Product Management Queue) is unrelated to user permissions.

Option B (Modify All Data) is overly permissive and not best practice for security and data integrity; it grants unrestricted access to all objects, which is not necessary.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CPQ Implementation Guide - "User Permissions for Product Management": "Assign the Product Catalog Management Designer permission set license to users responsible for managing product and pricing records. This license includes edit access for key product catalog components."

\* Revenue Cloud Admin Guide - "Setting Up Product Catalog Roles": "Use the appropriate PSL to ensure least privilege while granting catalog modification capabilities." References:

Salesforce CPQ Implementation Guide

Salesforce Revenue Cloud Admin Guide

Salesforce Permission Set License Reference Documentation

## 質問 #99

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