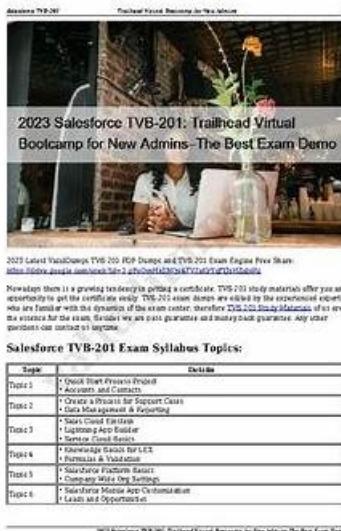


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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
Topic 2	<ul style="list-style-type: none"> Revenue Cloud Platform Concepts: This section of the exam measures the skills of Revenue Cloud Consultants and covers the foundational Salesforce features required to configure Revenue Cloud. It focuses on setting up flows, Lightning components, permission set licenses, and permission sets, while also identifying core platform capabilities such as Context Service, OmniStudio, the Business Rules Engine, and available APIs. The section also includes creating context-aware dashboards, selecting meaningful KPIs, and understanding the key Revenue Cloud objects, fields, and data relationships that support end-to-end revenue processes.
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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q62-Q67):

NEW QUESTION # 62

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. Bundle
- C. Order

Answer: C

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 # 63

When a Ramped Asset is renewed using the InitiateRenew API, what happens to its quote line(s) in a renewal quote?

- A. One quote line is created for the Asset, and it is no longer ramped.
- B. The Ramped Quote Lines are recreated onto the renewal quote.

Answer: A

Explanation:

Exact Extracts from Salesforce CPQ and Subscription Management Implementation Guides:

* "When a ramped asset is renewed through the InitiateRenew action or API, Revenue Cloud replicates the ramp structure from the original quote to the renewal quote."

* "Each ramp segment and its pricing terms are preserved on the renewal quote lines."

* "This ensures consistency in pricing logic, duration, and segment breakdowns for renewals of ramped subscriptions." Step-by-Step Reasoning:

* Scenario: Ramped subscription (e.g., quantity or price changing per period).

* Renewal via API: The InitiateRenew API copies asset and ramp data into the new quote.

* Result: All ramp segments are recreated - preserving ramp structure for renewal.

* Why B is Correct:

* Renewal quote retains the same ramp lines as the original asset.

* Why Others Are Incorrect:

* A: Segments are recreated as ramped (not flattened).

* C: Would eliminate ramp structure, which contradicts the API's renewal logic.

References :

* Salesforce CPQ Implementation Guide - Ramp Renewals and InitiateRenew API Behavior

* Salesforce Subscription Management Implementation Guide - Renewal Processing for Ramped Assets

NEW QUESTION # 64

A customer is integrating Revenue Cloud with their ecommerce website. Orders will be placed directly from the website and may include up to 1,000 products.

Which Revenue Cloud API will work for this integration?

- A. Create Order
- B. Place Sales Transaction
- C. Place Order

Answer: B

Explanation:

Explanation (150-250 words)

The Place Sales Transaction API is the modern, high-performance API for order creation in Salesforce Revenue Cloud. It is specifically designed for transactional use cases-such as ecommerce order placement- where multiple products (up to thousands) need to be processed efficiently in a single transaction.

This API accepts comprehensive input data, including customer, pricing, and contextual attributes, and supports multi-line item transactions with automatic validation, pricing, and order creation. It ensures the correct generation of order records, order products, billing schedules, and related context without requiring separate API calls for each record.

The Create Order and Place Order APIs are legacy or limited-scope endpoints that do not handle large volumes or contextual pricing with the same efficiency.

Exact Extract from Salesforce Revenue Cloud Developer Guide:

"Use the Place Sales Transaction API to create and submit complex orders directly from external systems such as ecommerce platforms. It supports high-volume line items, pricing, and context-driven processing." References:

Salesforce Revenue Cloud Developer Guide - Place Sales Transaction API Overview Salesforce CPQ and Billing Integration API Reference - Transaction APIs for Order Creation Salesforce Revenue Cloud Implementation Guide - Ecommerce Integration Patterns

NEW QUESTION # 65

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 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.
- B. 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.
- 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 # 66

What are the steps a user should take to Renew an Asset?

- A. Create Renewal Quote with Asset, Create Order, Create Contract
- B. Create Renewal Quote with Asset, Create Order, Activate Order
- C. Create Renewal Quote with Asset, Create Contract, Activate Contract

Answer: B

Explanation:

Explanation (150-250 words)

The Renewal process in Salesforce Revenue Cloud begins with creating a Renewal Quote based on existing Assets (representing active subscriptions or entitlements). The Renewal Quote inherits pricing, terms, and quantities from the current assets and allows for updates such as upsells or discounts.

Once the Renewal Quote is approved, it is converted into an Order, and upon Order activation, Salesforce automatically generates new Assets (and optionally renewal Contracts if managed through Subscription Management).

Therefore, the correct renewal flow is:

- * Create Renewal Quote with linked Assets.
- * Create Order from the Renewal Quote.
- * Activate Order, triggering renewal assetization and lifecycle continuation.

Option A skips the order creation step, and option C incorrectly orders contract creation after the order but before activation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Renewals begin with a renewal quote referencing active assets. When converted to an order and activated, Salesforce generates renewed assets and continues lifecycle tracking." References:

Salesforce Subscription Management Implementation Guide - Renewal Process Overview Salesforce CPQ Implementation Guide - Renewal Quotes and Orders Salesforce Revenue Cloud Data Model - Asset Lifecycle during Renewal

NEW QUESTION # 67

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