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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> • Catalog Management: This section of the exam measures the skills of Product Catalog Administrators and covers understanding and applying the core concepts of Catalog Management. It includes selecting the correct out-of-the-box tools to structure and maintain a catalog and implementing catalog solutions based on given business scenarios to ensure accurate product organization and availability.
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.
Topic 4	<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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q67-Q72):

NEW QUESTION # 67

A telecommunications customer currently subscribes to the Standard Data Plan (US\$50/month). On October 15, halfway through their monthly billing cycle, they decide to upgrade to the Unlimited Data Plan (\$100/month). The company's policy is to immediately apply the new plan's benefits and proportionally adjust the current month's billing. An administrator needs to accurately calculate the credit for the unused portion of the Standard Data Plan and then charge for the used portion of the Unlimited Data Plan in October.

Which pricing element should the administrator use?

- **A. The Provision element**
- B. The Derived Price element
- C. The Aggregate Price element

Answer: A

Explanation:

The Provision element is used in Salesforce Billing and Subscription Management to support mid-cycle changes and proration logic, which is exactly what is required in this scenario. When a customer changes their subscription partway through a billing cycle, Salesforce can use Provision elements to:

- * Prorate credits for the unused portion of the original service
- * Calculate the partial charge for the new service based on the remaining billing period
- * Accurately reflect the change in the invoice and subscription record

This functionality is part of Amendments and Mid-Term Changes in Subscription Management and supports use cases like upgrades, downgrades, and plan switches.

Option A (Derived Price) calculates pricing based on formulas or derived fields but doesn't handle time-based adjustments.

Option B (Aggregate Price) is used when rolling up prices from multiple child components or bundles, not for mid-cycle adjustments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Prorated Billing and Provisioning": "Use Provision pricing elements to handle partial-period charges and credits during plan changes or mid-term amendments."

* Billing Implementation Guide - "Handling Amendments with Pro-ration": "Provision elements automate adjustments to billing based on service activation or termination dates within the billing period." References:

Salesforce Subscription Management Implementation Guide

NEW QUESTION # 68

A Billing Operations user at Universal Containers needs the system to automatically generate invoices every Monday at 6:00 AM for all completed billing schedules from the past week.

How should the user configure this automation in Billing?

- **A. Schedule a Recurring Invoice Run with a Weekly frequency and 6:00 AM start time.**
- B. Create a custom flow that runs nightly and generates invoices using the Invoice Preview feature.
- C. Define a Billing Treatment that references an Invoice Generation Time field at the product level.

Answer: A

Explanation:

To automatically generate invoices at a specific time and on a recurring schedule, Salesforce Billing provides the Recurring Invoice Run functionality. This feature allows users to define how often invoice runs should occur (e.g., daily, weekly, monthly) and at what time of day. In this scenario, the correct approach is to schedule a Recurring Invoice Run with a Weekly frequency, specifically set to run every Monday at 6:00 AM.

As described in the Salesforce Billing Implementation Guide, Recurring Invoice Runs allow Billing users to:

- * Select the frequency (e.g., weekly)
- * Define the day(s) and time of execution
- * Automatically generate invoices for completed billing schedules during the configured time window This method ensures consistency, reduces manual workload, and aligns with operational requirements.

Option A refers to Billing Treatments, which are used to manage how invoices are formatted or communicated, not when they are generated.

Option C, using a custom flow with Invoice Preview, is a non-standard and unnecessarily complex approach for a routine task that is already handled natively by Salesforce Billing.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Salesforce Billing Implementation Guide - "Recurring Invoice Runs": "Use Recurring Invoice Runs to configure automated invoice generation. You can set the recurrence frequency (daily, weekly, etc.), and specify the time of execution to match business needs."
- * Billing Operations Guide - "Automation for Scheduled Invoicing": "Recurring invoice runs simplify billing operations by executing invoice logic for completed billing schedules on a regular cadence." References:

Salesforce Billing Implementation Guide

Salesforce Revenue Cloud Operations Guide

Billing Setup & Automation Best Practices

NEW QUESTION # 69

A law firm is using Revenue Cloud's Contract Lifecycle Management (CLM) capability. The law firm creates very large Merger & Acquisitions (M&A) contracts for its commercial customers. The contract designer sets a requirement to structure and organize the content more effectively. This will help the contract designer quickly navigate the document and include the appropriate clauses, tables, and contract text in the document.

How should a template designer meet this requirement?

- A. Create a structure in a document template.
- **B. Create a section in a document template.**
- C. Create child templates under the main document template.

Answer: B

Explanation:

In Salesforce Revenue Cloud's Contract Lifecycle Management (CLM) module, Sections within a document template are the best tool for organizing complex content such as M&A contracts. Sections help break large documents into logical parts, allowing contract designers to:

- * Insert reusable clauses
- * Manage conditional logic
- * Include dynamic tables or fields
- * Facilitate easier navigation and updates

As per the CLM Template Designer documentation, sections enable content modularity and simplify the process of customizing

contracts for each client or scenario, particularly when dealing with large and complex documents.

Option A is too general - "creating a structure" is achieved by using sections.

Option B refers to child templates, which are useful for reusability but are typically added within sections and do not provide layout or navigation benefits on their own.

Exact Extracts from Salesforce Revenue Cloud Documents:

* CLM Implementation Guide - "Creating Structured Templates with Sections": "Use sections in your document templates to organize clauses, fields, and conditional content. Sections are the primary way to structure large and complex documents like M&A contracts."

* Contract Designer Admin Guide - "Best Practices for Document Layout": "Sections allow you to modularize the content and manage visibility, clause insertion, and layout more effectively." References:

Salesforce Revenue Cloud CLM Implementation Guide

Contract Lifecycle Management Admin Guide

Template Designer Documentation

NEW QUESTION # 70

During a quote-to-contract conversion process, a popup is displayed that asks the user to select the appropriate quote prices or discounts to be added to the contract. The Revenue Cloud Consultant is tasked with removing the 'None' option from this popup. How should the consultant remove this option?

- A. Modify the Lightning web component corresponding to the popup.
- **B. Modify the Contract Item Price object's Discount Type field picklist values.**
- C. Modify the screen flow Create Contract From Quote.

Answer: B

Explanation:

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

* "During quote-to-contract conversion, the selection options presented in the discount popup are derived from the Contract Item Price object's Discount Type picklist field."

* "Administrators can remove or rename values from the Discount Type picklist to customize which discount options appear to users during the conversion process."

* "The screen flow and LWC components rely on metadata values; modifying these underlying picklist entries changes the available options in the UI." Step-by-Step Reasoning:

* Requirement: Remove "None" option from the discount-selection popup.

* Configuration Location: The options come from Contract Item Price # Discount Type picklist.

* Solution: Remove the "None" picklist value in object metadata setup.

* Why B is Correct: Declaratively removes the undesired value from the popup.

* Why Others Are Incorrect:

* A: The "Create Contract From Quote" flow references existing metadata and does not define picklist values.

* C: LWC modification is not required for removing a metadata-driven value.

References :

* Salesforce Billing Implementation Guide - Quote-to-Contract Conversion and Discount Mapping

* Salesforce CPQ Implementation Guide - Contract Item Price Configuration

NEW QUESTION # 71

A consultant wants to inherit all the standard components of the standard context SalesTransactionContext, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components.

The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customizations that were made.

What should the consultant do to achieve this?

- **A. Extend SalesTransactionContext.**
- B. Upgrade SalesTransactionContext.
- C. Clone SalesTransactionContext.

Answer: A

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, the Context Service provides reusable, versioned context definitions that define transactional data used in pricing, quoting, and billing operations. When a consultant wants to customize a standard context definition while retaining upgrade compatibility, the correct method is to extend the standard context (not clone it).

Extending a context (e.g., SalesTransactionContext) allows the new definition to inherit all standard nodes, attributes, and mappings from the base definition. The consultant can then safely add or override components without modifying the standard base. When Salesforce releases upgrades to the standard context, the extended context automatically inherits new or improved components, preserving all custom enhancements.

Cloning, on the other hand, creates a static copy and breaks the upgrade path-future improvements to the standard context would not be inherited.

Exact Extract from Salesforce Revenue Cloud Platform Guide:

"Extend a standard context to inherit its nodes and mappings. This ensures access to Salesforce-delivered updates while preserving your custom additions." References:

Salesforce Revenue Cloud Platform Concepts - Context Service and Context Definition Inheritance
Salesforce CPQ & Billing Developer Guide - Extending Standard Context Definitions
Salesforce Subscription Management Implementation Guide - Best Practices for Context Extensibility

NEW QUESTION # 72

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