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GuideTorrent provides a web-based Salesforce Practice Test that includes all of the desktop software's functionality. The only difference is that this Salesforce Certified Revenue Cloud Consultant online practice test is compatible with Linux, Mac, Android, IOS, and Windows. To take this Rev-Con-201 mock test, you do not need to install any Salesforce Rev-Con-201 Exam Simulator software or plugins. All browsers, including Internet Explorer, Firefox, Safari, Google Chrome, Opera, and Microsoft Edge, are supported by the web-based Rev-Con-201 practice test. With this format, you can simulate the Salesforce Rev-Con-201 real-world exam environment.

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">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">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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q74-Q79):

NEW QUESTION # 74

A customer wants to remove the option to override the renewal term during an asset renewal process initiated from the Account > Managed Assets view.

How should a Revenue Cloud Consultant fulfill this requirement?

- A. Modify the Lightning web component corresponding to the renew assets page and remove the option for early renewal.
- **B. Modify the flow Renew Assets screen component for renewal term and remove the option for early renewal.**
- C. Modify the flow Amend, Renew, and Cancel Assets screen component for renewal term and remove the option for early renewal.

Answer: B

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "The Renew Assets flow controls the behavior and UI elements displayed during the renewal process initiated from the Managed Assets view."

* "Administrators can modify the Renew Assets screen flow to remove or adjust user options, such as overriding renewal term or early renewal."

* "The Amend, Renew, and Cancel Assets flow is used when multiple asset management actions are combined, not for direct renewal-only cases." Step-by-Step Reasoning:

* Requirement: Prevent users from overriding the renewal term in Managed Assets # Renew process.

* Flow in Use: The Renew Assets screen flow controls this experience.

* Solution: Modify the Renew Assets flow # remove or hide the "Renewal Term" input element or variable that supports overrides.

* Why C is Correct:

* Directly targets the correct renewal flow invoked from the Managed Assets page.

* Why Others Are Incorrect:

* A: Modifying the LWC is not required - Salesforce recommends modifying the underlying flow.

* B: "Amend, Renew, and Cancel Assets" combines multiple asset management actions, not the standard renewal-only process.

References :

* Salesforce Subscription Management Implementation Guide - Renew Assets Flow Configuration

* Salesforce Billing Implementation Guide - Asset Management UI Customization

NEW QUESTION # 75

A sales rep notices that while creating a quote, the Browse Products button isn't visible on the Quote Page Layout.

What is the cause of the problem?

- **A. The Revenue Cloud Consultant did not assign the Product Discovery User permissions to the sales rep.**
- B. The Revenue Cloud Consultant did not assign the Product Configurator permission set to the sales rep.
- C. The Revenue Cloud Consultant did not assign the Product Configuration Rules Designer permission set to the sales rep.

Answer: A

Explanation:

The Browse Products functionality is part of the Product Discovery experience in Salesforce Revenue Cloud.

For a user to access and utilize this interface during quote creation, they must be assigned the Product Discovery User permission set. This permission set includes the necessary access to Product Discovery components, UI elements, and underlying Apex classes that support the Browse Products button on the quote page.

According to the Salesforce Revenue Cloud Product Discovery documentation, failure to assign this permission set will result in the Browse Products button being hidden or inaccessible, even if the rest of the CPQ package is functional.

Option A refers to the Product Configurator, which enables configuration of bundles and rules, but doesn't control the Browse Products experience.

Option B is related to users who design product configuration rules - not end users like sales reps.

Exact Extracts from Salesforce Revenue Cloud Documents:

* CPQ Implementation Guide - "Enabling Product Discovery": "Users must be assigned the Product Discovery User permission set to access the Browse Products button and use the Product Discovery experience on the quote page."

* Admin Guide - "Setting up Product Discovery for Sales Users": "Add the Product Discovery permission set to ensure visibility of Browse Products and category-based browsing." References:

Salesforce CPQ Implementation Guide

Revenue Cloud Product Discovery Setup Guide

Salesforce Revenue Cloud Admin Permissions Reference

NEW QUESTION # 76

A solution architect is leading a discovery session for a complex B2B company. The architect needs to align the product catalog structure to meet stakeholder needs. Each line of business has its own bundling logic, selling models, and approval requirements, but the executive team wants a unified catalog to support reuse, governance, and cross-selling.

What should the solution architect do during the session to make sure the product catalog structure aligns with business needs?

- A. Prioritize stakeholder preferences for custom bundles so each bundle independently supports different business units.
- B. Design multiple catalogs for each business unit to isolate business logic and reduce dependencies.
- C. Lead with a shared catalog with reusable components, attributes, and selling models tailored per business need.

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, a unified catalog strategy promotes scalability, governance, and efficient cross-sell and upsell opportunities across business units. For large B2B enterprises with diverse product models, the best approach is to lead discovery with a shared catalog architecture using reusable components, shared attributes, and modular selling models that can be adapted per business line.

This method ensures data consistency and allows governance teams to maintain a single source of truth for pricing, attributes, and approval logic-while still allowing flexibility for each line of business to define unique bundles or rules.

Creating separate catalogs (option C) or fully independent custom bundles (option B) leads to duplication, inconsistent logic, and high maintenance.

Exact Extract from Salesforce Revenue Cloud Catalog Management Guide:

"A unified catalog with shared components and attributes enables governance, reuse, and consistent cross- selling while still allowing flexibility for business-specific selling models." References:

Salesforce Revenue Cloud Catalog Management Guide - Unified Catalog Design Best Practices Salesforce CPQ Implementation Guide - Modular Product Architecture and Shared Attributes Salesforce Revenue Cloud Solution Architect Handbook - Catalog Governance and Scalability

NEW QUESTION # 77

A critical manual review step in the order fulfillment process is designed to take up to 60 minutes. The company configures the system to trigger an alert if the task is not completed 15 minutes before its scheduled end.

Based on this scenario, which key parameters were configured in the Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Estimated Duration and Jeopardy Threshold
- B. Task Priority and Escalation Rule
- C. Completion Deadline and Warning Interval

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In DRO, SLA and jeopardy management are typically driven by:

* Estimated Duration - how long a task is expected to take (e.g., 60 minutes).

* Jeopardy Threshold - when a task is considered at risk (e.g., 15 minutes before due time).

These parameters enable jeopardy alerts and proactive management before SLA breaches.

Completion Deadline / Warning Interval (A) and Task Priority / Escalation Rule (B) are more generic concepts and not the named DRO configuration parameters for this specific SLA pattern.

References:

Dynamic Revenue Orchestrator Guide - Jeopardy Management, Estimated Duration, and Thresholds

NEW QUESTION # 78

A company using Revenue Cloud experiences frequent change requests after the customer accepts the quote and the order is activated. Order managers want the ability to change orders after activation but before fulfillment.

Which out-of-the-box permission set should be assigned to Order Managers to support in-flight order changes?

- A. Place Change Order
- B. Place Supplemental Order
- C. Place Superseded Order

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Revenue Cloud introduces Change Orders as the standard mechanism for modifying activated orders.

From the Order Management section of Revenue Cloud documentation:

* "Assign the Place Change Order permission set to users who manage in-flight order changes."

* "Change Orders allow quantity increases or decreases after an order is activated." Superseded orders and supplemental orders serve different purposes and do not support general in-flight changes.

References:Revenue Lifecycle Management / Order Management Guide - Change Orders; Permission Set Definitions.

NEW QUESTION # 79

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