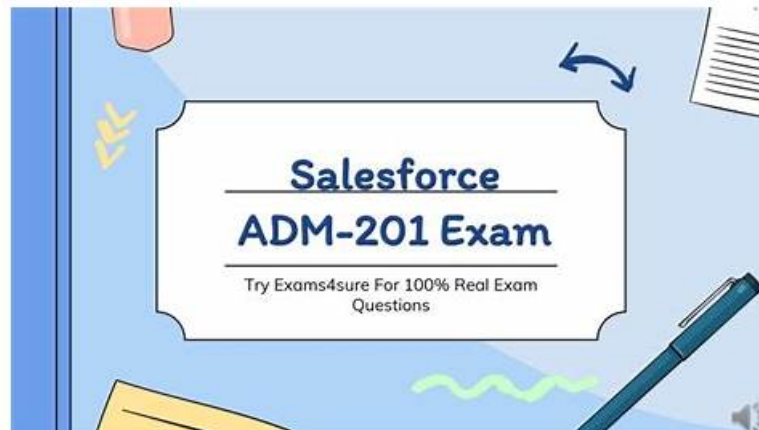


Seit Neuem aktualisierte Rev-Con-201 Examfragen für Salesforce Rev-Con-201 Prüfung



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Salesforce Rev-Con-201 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
Thema 2	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.
Thema 3	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.
Thema 4	Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
Thema 5	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.

Thema 6	• 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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>> Rev-Con-201 Echte Fragen <<

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Salesforce Certified Revenue Cloud Consultant Rev-Con-201 Prüfungsfragen mit Lösungen (Q59-Q64):

59. Frage

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.**

Antwort: C

Begründung:

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

60. Frage

After a quote is created from amending a bundle asset, a user unselects a bundle component inside the configurator and saves and exits to the Transaction Line Editor.

How will the user identify the unselected bundle component?

- A. No line items will be displayed for the unselected component.
- B. The line item status field will show "Canceled", and quantity will be 1.
- **C. It will show a red cancel tag next to the product that was unselected, and the quantity will be -1.**

Antwort: C

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

When a user removes (unselects) a bundle component during an amendment, Salesforce displays the removed item in the quote as a cancellation action.

From the RLM / CPQ Configurator documentation:

* "When a component is removed during an amendment, the TLE displays a red cancellation indicator."

* "The system shows the cancellation as a negative quantity (-1 or reduction of original quantity)." Option A is incorrect because removed items must appear in the amendment quote.

Option C uses Status = Canceled but does not reflect the required cancellation tag or quantity behavior.

References: Revenue Lifecycle Management Implementation Guide - Amendments; Bundle Component Removal Behavior; Cancellation Line Indicators.

61. Frage

A user quotes a product and ramps it with three custom ramp segments. The first segment starts on January 1, 2025, and lasts for 6 months. The second segment's term is 12 months, and the last segment's term is 6 months.

After the quote is ordered, which Asset and Asset State Period records are generated, and with what dates for this quote line?

- **A. One Asset record, with three Asset State Periods of the following dates: 1st Jan 2025 to 30th Jun 2025, 1st Jul 2025 to 30th Jun 2026, 1st Jul 2026 to 31st Dec 2026**
- B. Three Asset records, with three Asset State Periods on each Asset record with the following dates: 1st Jan 2025 to 30th Jun 2025, 1st Jul 2025 to 30th Jun 2026, 1st Jul 2026 to 31st Dec 2026
- C. One Asset record, with three Asset State Periods of the following dates: 1st Jan 2025 to 30th Jun 2025, 1st Jan 2025 to 30th Jun 2026, 1st Jan 2025 to 31st Dec 2026

Antwort: A

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's asset model:

* Creates one Asset record per quote line (per product instance).

* Creates multiple Asset State Periods when the product uses time-based ramp segments.

For a product ramped into 3 consecutive segments (6 months, 12 months, 6 months) starting 1 Jan 2025, the Asset State Periods align exactly with each segment:

* Jan 1, 2025 - Jun 30, 2025

* Jul 1, 2025 - Jun 30, 2026

* Jul 1, 2026 - Dec 31, 2026

Option A incorrectly creates three assets instead of one. Option C uses overlapping state periods starting at the same date.

References:

Revenue Lifecycle Management Implementation Guide - Assets and Asset State Periods; Ramp Segments to Asset Period Mapping

62. Frage

A sales rep needs to renew multiple assets acquired at different times with different expiration dates. When selecting multiple assets for renewal, some assets have already expired.

What should the sales rep do to renew all of the assets?

- **A. Use the Override Renewal Term option, then renew.**
- B. Update the End Dates on the assets to the current dates, then renew.
- C. Use the Amend option, override the Term, then renew.

Antwort: A

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

When renewing multiple assets with differing expiration dates, Salesforce provides:

* "Override Renewal Term allows alignment of renewal periods for assets with mismatched or expired end dates." From the RLM Renewal Management documentation:

* "Expired assets can be renewed by using Override Renewal Term to generate a unified renewal quote." Options A and B are unnecessary edits to asset data and do not follow Salesforce's renewal process.

References: Revenue Lifecycle Management Implementation Guide - Renewals; Override Renewal Term

63. Frage

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

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

Antwort: B

Begründung:

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

64. Frage

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