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>> Rev-Con-201模擬資料 <<

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Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q137-Q142):

質問 # 137

Universal Containers (UC) sells multiple smartphone models within its Apex series. It currently creates individual decomposition rules in Dynamic Revenue Orchestrator (DRO) for each model. UC wants a single standardized decomposition rule across all similar Apex series phones.

Which strategic Product Catalog Management approach should UC use to enable a single decomposition rule for similar products?

- A. Product Attributes
- B. Product Catalog
- C. Product Classification

正解: C

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Product Catalog Management encourages grouping similar products using Product Classification:

- * Products sharing the same classification can share common behaviors, such as pricing rules or orchestration/decomposition rules.
- * DRO rules can be built to apply at the Product Classification level, reducing duplication.

Product Attributes (A) add detail but do not by themselves create a grouping level for rules. "Product Catalog" (B) is the broader concept; the specific mechanism for grouping is Product Classification.

References:

Product Catalog Management Guide - Product Classification and Rule Reuse
Dynamic Revenue Orchestrator Documentation - Using Product Classification in Decomposition Rules

質問 # 138

A development team is designing a new Salesforce solution. During the design phase, a team member suggests incorporating a feature that was showcased on a future Salesforce product roadmap.

Given Salesforce's 'Safe Harbor' statement, how should the team approach this suggestion regarding their current design?

- A. All design elements must adhere to the current, generally available features and avoid any unreleased features shown on the roadmap.
- B. The team can design and build the solution based on the future roadmap items as they will become available soon.
- C. With verbal confirmation from a Salesforce Product Manager, the team can incorporate design elements based on roadmap items.

正解: A

解説:

* "Any unreleased services or features referenced are not currently available and may not be delivered on time or at all."

* "Customers should make their purchase decisions based upon features that are currently available." Why B is correct (Step-by-step):

* Understand the core requirement: Salesforce's Safe Harbor requires that plans and designs do not depend on unreleased functionality.

* Key factors: Roadmap items are forward-looking, may change, slip, or never ship. Verbal confirmations do not change Safe Harbor constraints.

* Comprehensive solution: The team should design solely with GA capabilities and, if the roadmap feature becomes GA later, refactor or enhance the design at that time. To accommodate future possibilities, use extensible patterns (e.g., interface-driven design, feature toggles) that work with today's GA features yet allow safe adoption later-without committing to non-GA behavior now.

Incorrect options:

* A: Violates Safe Harbor by presuming delivery/timeline of unreleased features.

* C: Verbal confirmation does not override Safe Harbor; relying on it is noncompliant.

References

* Salesforce CPQ Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Billing Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Subscription Management Implementation Guide - Safe Harbor / Forward-Looking Statements

質問 # 139

A company is implementing Revenue Cloud. The company uses complex and varying tax calculations, so some of its existing products have tax calculated in a custom application. A business decision was made to keep using the custom application for the existing products and use Revenue Cloud for any new product introductions.

How should the company generate and post invoices, including the taxes for the existing products?

- A. Import External Tax Lines into Billing from the custom application via CSV.
- B. Integrate the custom app with the Billing TaxEngineAdapter Apex interface.
- C. Integrate AppExchange apps of partners with the Billing TaxEngineAdapter Apex interface.

正解: B

解説:

Explanation (150-250 words)

In Salesforce Billing, tax computation can be handled internally using the Salesforce Tax Engine or externally via integration through the Billing TaxEngineAdapter Apex interface.

When a company uses a custom tax application and wants Salesforce Billing to respect its calculated taxes, the correct and scalable approach is to integrate the custom app directly with this interface.

The TaxEngineAdapter allows Salesforce Billing to call an external system during invoice generation to retrieve tax amounts and details, which are then automatically included in the Invoice Line Tax records. This ensures taxes are calculated, stored, and posted correctly for both existing and new products without manual CSV imports.

Exact Extract from Salesforce Billing Implementation Guide:

"Use the TaxEngineAdapter Apex interface to integrate external tax calculation engines with Salesforce Billing. The adapter is invoked automatically during invoice generation to compute and apply taxes." References:

Salesforce Billing Implementation Guide - Tax Engine Integration and TaxEngineAdapter Interface
Salesforce Revenue Cloud Developer Guide - External Tax Service Integration
Salesforce Billing Data Model - Invoice and Tax Line Relationships

質問 # 140

A company sells a wide range of products across multiple business units. Each product must support different selling models, such as one-time, term-based, and evergreen. The company wants to bundle these products in configurable ways without duplicating product records. Additionally, product attributes should be reusable across offerings, and product teams need to maintain the catalog with minimal manual effort.

Given these requirements, how should a consultant design the product catalog in Revenue Cloud?

- A. Create separate product records for each business unit and selling model combination to handle variations independently.
- B. Use static bundles with hard-coded attributes for each selling model to simplify configuration.
- C. Use product classifications for attribute reuse and apply selling models at the product level to support flexibility.

正解: C

解説:

* "Product Classifications allow you to define and manage attributes that are reusable across multiple products, ensuring catalog consistency and reducing maintenance."

* "Selling Models define how a product is sold-one-time, term-based, or evergreen-and can be applied to a product without duplicating the record."

* "A flexible catalog design leverages reusable metadata like Product Classifications, Selling Models, and Attribute Sets rather than creating separate product records for each variation."

* "Dynamic or configurable bundles support product combinations across business units without static dependencies or hard-coded configurations." Step-by-Step Reasoning:

* Core Requirement: Minimize catalog duplication while supporting various selling models and reusable attributes.

* Key Design Factor: Use Product Classifications to standardize and reuse product attributes across offerings.

* Implementation Approach: Assign Selling Models at the product level (One-Time, Term, Evergreen) for flexible pricing and lifecycle management.

* Outcome: This setup enables consistent catalog governance, lower maintenance, and support for configurable bundles across multiple business units.

Incorrect Options:

* A: Creates redundant records and increases maintenance.

* C: Static bundles eliminate flexibility and reusability, conflicting with requirements.

References:

Salesforce Subscription Management Implementation Guide - Product Catalog and Classifications
Salesforce CPQ Implementation Guide - Product Configuration and Selling Models
Salesforce Billing Implementation Guide - Catalog Setup and Product Lifecycle Management

質問 # 141

A business is undergoing a digital transformation. As part of the process, sales leadership wants the contracting process fully digitized, including clause generation, redlining, e-signature, and related activities.

Which capability should the implementation consultant use?

- A. Document Builder
- B. Salesforce Contracts Connector for Word
- C. OmniStudio Document Generation

正解: B

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Revenue Lifecycle Management provides a modern contract lifecycle management experience using Salesforce Contracts Connector for Word, which enables:

- * Contract document generation
- * Clause insertion and management
- * Redlining within Microsoft Word
- * Integration with e-signature providers
- * Tracking and syncing changes back to Salesforce

From the RLM Implementation Guide:

* "Salesforce Contracts Connector for Word allows users to generate agreements, manage clauses, and perform redlining directly within Microsoft Word."

* "Supports digital negotiation workflows and integrates with DocGen and e-signature." Why other options are incorrect:

* OmniStudio Document Generation is a legacy document output tool and does not support clause redlining or contracting workflows.

* Document Builder (older CPQ add-on) does not provide full CLM capabilities such as clause libraries, redlining, or negotiations.

References: Salesforce Revenue Lifecycle Management Implementation Guide - Contract Lifecycle Management; Contracts Connector for Word.

質問 # 142

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