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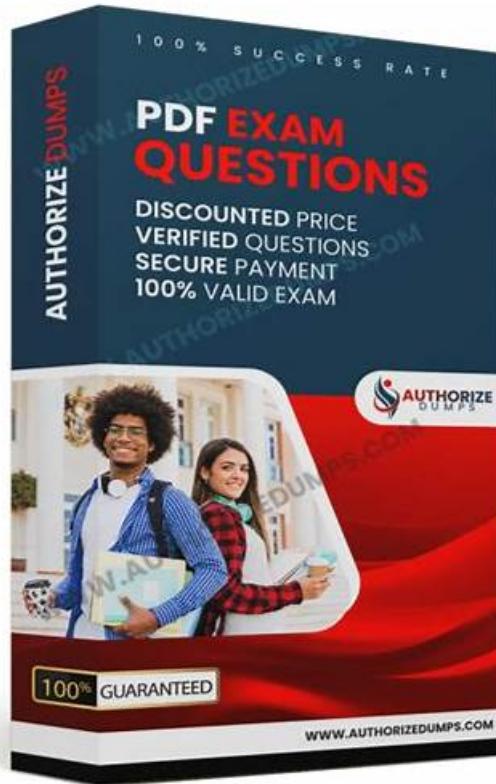

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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	• 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.
Topic 4	• 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 5	• 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 6	• 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 (Q154-Q159):

NEW QUESTION # 154
A Revenue Cloud Consultant is helping a customer cancel a portion of their subscription for a product that was purchased multiple times over the past year, each at a different price point. When the cancellation is processed, the refund or credit amount will be based on the purchase price of the product.
Which pricing strategy is being used to determine the cancellation value?

- A. FIFO (First In, First Out) - Uses the earliest asset's price to determine the refund or credit.
- B. Average Cost - The system averages the prices of all purchases to calculate the cancellation value.
- C. LIFO (Last In, First Out) - Uses the most recent asset's price to determine the refund or cancellation credit.

Answer: A

Explanation:
Exact Extracts from Salesforce Subscription Management Implementation Guide:
* "When multiple assets exist for the same product at different price points, Salesforce applies the FIFO (First In, First Out) strategy to determine which asset(s) to cancel and what price to use for refund calculation."
* "The earliest purchased asset is considered first during partial cancellations or quantity reductions."
* "This ensures financial accuracy based on original transaction pricing rather than averaging or last purchase pricing." Step-by-Step Reasoning:
* Scenario: Multiple purchases at different prices # cancel a portion.
* System Behavior: Cancellation refund is tied to the earliest purchased (first-in) asset.

* Why A is Correct: Reflects Revenue Cloud's default FIFO cancellation pricing logic.
* Why Others Are Incorrect:
* B: Average pricing is not used by default; FIFO is the standard.
* C: LIFO would use the latest purchase, which is not the default method.
References :
* Salesforce Subscription Management Implementation Guide - Cancellation and Refund Logic (FIFO Pricing)
* Salesforce Billing Implementation Guide - Asset-Level Cancellation Pricing Strategy

NEW QUESTION # 155

A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.

Which option should the administrator use to accomplish this?

- A. type House {
  relation rooms : Room[0..5];
  require(rooms.size > 3, House[MediaRoom=true, color = "Blue"})
  };
- B. type House {
  relation rooms : Room[0..5];
  require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})
  };
- C. type House {
  relation rooms : Room[4,5];
  require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})
  };

Answer: B

Explanation:
Exact Extracts from Salesforce CPQ (Advanced Configurator and CML Guide):
* "CML allows you to define typed relationships and constraints within bundles or configurable products."
* "The relation syntax defines cardinality using [min..max] where 0..5 means minimum zero and maximum five related components."
* "The require() statement conditionally enforces the inclusion of components based on logical conditions. The syntax
require(condition, target{attribute=value}) is used to mandate configuration rules." Step-by-Step Reasoning:
* Requirement Analysis:
* The "House" can have up to five rooms (0..5).
* If more than three rooms exist, include MediaRoom with color = "Blue."
* CML Construction:
* Define relation rooms : Room[0..5] to allow zero to five rooms.
* Apply require() to enforce conditional inclusion based on count logic.
* Why B is Correct:It follows correct CML syntax and semantics:
* Proper cardinality expression [0..5].
* Correct conditional requirement referencing rooms[MediaRoom]{color="Blue"}.
* Why Others Are Incorrect:
* A: Cardinality [4,5] enforces a minimum of 4 rooms always-violates the "up to five" requirement.
* C: Misuses the House reference inside require(), which should target the related entity (rooms).
References :
* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax and Semantics
* Salesforce CPQ Implementation Guide - Advanced Product Configuration and Conditional Rules

NEW QUESTION # 156

A medical device company manages its product information across multiple disconnected systems. Product specifications are stored in a dedicated Product Information Management (PIM) system, pricing is maintained in complex spreadsheets managed by the finance team, and sellable part numbers (SKUs) are mastered in the company's Enterprise Resource Planning (ERP) system. How should a solution architect use Revenue Cloud to solve the company's data synchronization problems and streamline the process from quote to ERP fulfillment?

- A. By using an integration platform to sync data from the PIM, the pricing spreadsheets, and the ERP into Salesforce nightly, overwriting the Salesforce catalog each time
- B. By establishing the Salesforce Product Catalog as the single source of truth for all commercial products, pricing, and bundle configurations, and ensuring that downstream ERP systems consume this data for order fulfillment
- C. By creating custom objects in Salesforce to replicate the data structure of the PIM and ERP systems, and writing custom Apex triggers to keep the three systems aligned

Answer: B

Explanation:
Salesforce Revenue Cloud recommends centralizing product, pricing, and configuration data within the Salesforce Product Catalog to act as the commercial system of record. This approach ensures that sales teams are quoting from a single, consistent catalog that reflects accurate SKUs, pricing, and configurations.
According to the Revenue Cloud Implementation Guides, this centralized model supports seamless quoting, bundling, discounting, and automated order and contract generation - all critical for streamlining the quote- to-cash process.
The ideal architectural approach is to establish Salesforce CPQ as the source of truth for all sellable items, with upstream data (e.g., from PIM and ERP systems) being normalized and integrated into the Salesforce Product Catalog, rather than allowing disparate systems to overwrite Salesforce data. This enables Salesforce to drive clean, validated quote generation, which can then be integrated downstream to ERP for fulfillment and invoicing.
Creating custom objects (as in option B) increases technical debt and complexity, while overwriting Salesforce data nightly (option C) introduces risk, latency, and data integrity issues.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce CPQ Implementation Guide - "Product Catalog Best Practices":"Establish Salesforce CPQ as the system of record for commercial products, including pricing, configuration rules, and availability.
Use integration tools to populate product and pricing data from upstream systems such as ERP or PIM, ensuring consistency across quoting and order fulfillment processes."
* Subscription Management Implementation Guide - "Data Model Alignment and Synchronization":
"Ensure a single source of truth for product data by leveraging Salesforce's product and pricing model.
External systems should consume rather than overwrite Salesforce product catalog information."
* Billing Implementation Guide - "Integration Patterns for Order to Cash":"Salesforce should act as the authoritative quoting engine and drive orders into ERP for fulfillment. Product and pricing data should be managed in Salesforce to maintain quoting integrity."
References:
Salesforce CPQ Implementation Guide
Salesforce Billing Implementation Guide
Subscription Management Implementation Guide
Revenue Cloud Architecture Best Practices (Fall 2023 Release Notes)

NEW QUESTION # 157
A product designer is setting up a product bundle that consists of T-shirts and caps. They want to ensure customers can order a maximum of three T-shirts and three caps, but the total number of products should not exceed five.
How should the product designer set this up?

- A. Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three.Define the local cardinality for caps with a minimum quantity of three and a maximum quantity of three.Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of six.
- B. Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three.
- C. Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three.Define the local cardinality for caps with a minimum quantity of one and a maximum quantity of three.Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.

Answer: C

Explanation:
Exact Extracts from Salesforce CPQ Implementation Guide:
* "Local Cardinality defines the minimum and maximum quantities allowed for an individual product option within a bundle."
* "Group Cardinality defines the quantity range allowed across all options within a product option group.
It restricts the total number of items a user can select within that group."
* "Use both local and group cardinalities together to control both per-option limits and total group quantity constraints." Step-by-Step Reasoning:
* Requirement:

* Max 3 T-shirts
* Max 3 caps
* Total bundle limit = 5 items combined.
* Solution:
* Local Cardinality: For each item (T-shirts, caps) # min 1, max 3 ensures flexibility.
* Group Cardinality: Across both # min 1, max 5 ensures total combined limit of 5.
* Why B is Correct:It satisfies both individual and group quantity rules while maintaining configuration flexibility.
* Why Others Are Incorrect:
* A: Allows total of 6 (violates the total maximum requirement).
* C: Missing group cardinality - does not control total combined quantity.
References :
* Salesforce CPQ Implementation Guide - Product Bundles, Local and Group Cardinality
* Salesforce Revenue Cloud Product Configuration Best Practices - Bundle and Option Management

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  Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of five.
- B. Define the local cardinality for T-shirts with a minimum quantity of three and a maximum quantity of three.
  Define the local cardinality for caps with a minimum quantity of three and a maximum quantity of three.
  Define a product group that contains both of these products, and set the group cardinality with a minimum quantity of one and a maximum quantity of six.
- C. Define the local cardinality for T-shirts with a minimum quantity of one and a maximum quantity of three.

Answer: A

Explanation:
Exact Extracts from Salesforce CPQ Implementation Guide:
* "Local Cardinality defines the minimum and maximum quantities allowed for an individual product option within a bundle."
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