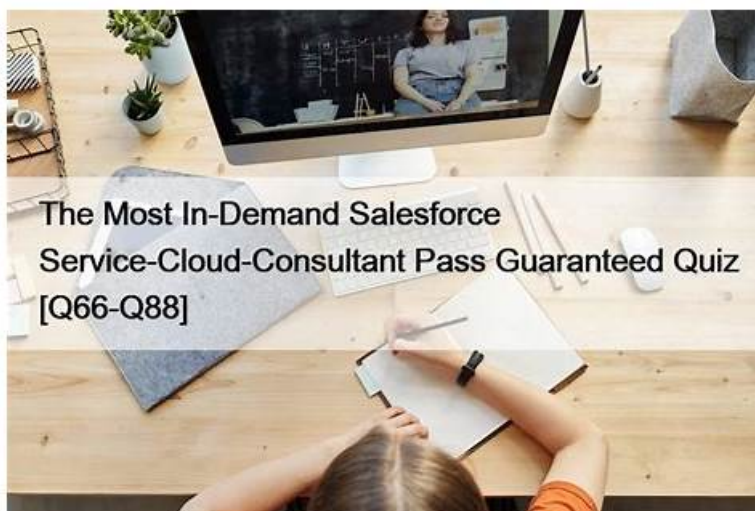


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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">• 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 3	<ul style="list-style-type: none">• 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	<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 (Q48-Q53):

NEW QUESTION # 48

A Revenue Cloud Consultant is writing a constraint rule in Constraint Modeling Language (CML) to prevent customers from selecting a red laptop case if the selected laptop model is Executive Pro. The consultant anticipates that this color restriction might apply to other products in the future and wants to make the rule easier to maintain and reusable across multiple rules. Which approach should the consultant take?

- A. Create a local variable called BlockedColor and assign it red in each rule.
- B. Hard code red directly in each constraint rule.
- C. Use a global constant for red so it can be referenced consistently across all constraint rules.

Answer: C

Explanation:

Exact Extracts from Salesforce CPQ Advanced Configurator (Constraint Modeling Language Guide):

* "Global constants enable administrators to define reusable values that can be referenced across multiple CML rules."

* "Using global constants ensures consistent logic and simplifies maintenance when constraints need to be updated."

* "Avoid hard-coded literals or repetitive local variables in multiple rules, as this increases maintenance complexity." Step-by-Step

Reasoning:

* Requirement: Create a reusable restriction for color "red" across several product rules.

* Best Practice: Define global constant, e.g., const BlockedColor = "Red".

* Why C is Correct:

* Global constants promote reusability and reduce redundancy.

* Changing one constant updates all dependent rules automatically.

* Why Others Are Incorrect:

* A: Local variables are limited to each rule; no reuse.

* B: Hardcoding values breaks scalability and maintainability.

References :

* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) and Global Constants

* Salesforce CPQ Implementation Guide - Best Practices for Constraint Rules and Reusability

NEW QUESTION # 49

A solution architect notices that a complex product bundle uses multiple nested Constraint Modeling Language (CML) rules to enforce constraints during product configuration. Users report long load times when adding options to the bundle.

What should the architect do to improve configuration performance and ensure quotes remain technically and commercially viable?

- A. Refactor and simplify CML constraints to reduce runtime complexity.
- B. Replace CML entirely with Apex triggers to enforce constraints at quote submission.
- C. Disable constraint rules during configuration and validate selections after deployment.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud documentation recommends optimizing and simplifying constraint rules when performance issues arise. Key guidance includes:

* Reducing the number of nested and overlapping CML rules.

* Consolidating rules when possible.

* Avoiding unnecessary complexity that increases runtime evaluation time.

Disabling rules (B) breaks guardrails during configuration and goes against best practices; users would be able to configure invalid combinations.

Replacing CML with Apex triggers (C) removes real-time configurator guidance and is not recommended; constraints should be enforced in the configurator, not only at submission.

References:

Product Configurator and CML Documentation - Performance and Best Practices Revenue Lifecycle Management Implementation Guide - Constraint Rules Optimization

NEW QUESTION # 50

A product has a list price of US\$15,000. An attribute-based price override of \$12,000 is applied first, followed by a \$1,000 bundle-based adjustment discount and a 10% manual discount at the end of the product sale.

What will be the final price of the product shown in the Net Price column of the Transaction Line Editor?

- A. \$9,900
- B. \$9,500
- C. \$1,800

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Calculation sequence:

- * Original List Price = \$15,000
- * Attribute-based price override # Price becomes \$12,000
- * Bundle-based adjustment discount: \$12,000 # \$1,000 = \$11,000
- * 10% manual discount on \$11,000:
- * 10% of 11,000 = 1,100
- * 11,000 # 1,100 = \$9,900

Therefore, the Net Price = \$9,900.

References:

Revenue Lifecycle Management / Salesforce Pricing Guide - Pricing Element Order and Net Price Calculation

NEW QUESTION # 51

A Revenue Cloud customer sells products that have a large number of attributes. The customer wants to change certain price-impacting attributes without making additional changes to the contract, such as quantity change, addition of new products, etc. How should a consultant do this using out-of-the-box Revenue Cloud functionality?

- A. Perform a Standard Amendment.
- B. Perform a Cancel/Replace.
- C. Perform an Early Renewal.

Answer: A

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

- * "A Standard Amendment is used to modify existing subscriptions or assets within the active contract term. This includes changes to price-impacting attributes, terms, or product options."
- * "Cancel/Replace is used for full contract replacements, whereas Early Renewal creates a new term before expiration."
- * "When a customer wants to change price-impacting attributes only (e.g., service level, configuration), a Standard Amendment provides the flexibility to update without replacing or renewing." Step-by-Step Reasoning:
- * Requirement: Change price-impacting attributes only within an active subscription.
- * Appropriate Process: Standard Amendment, as it modifies the existing subscription line(s).
- * Why B is Correct:
- * Designed for mid-term modifications including price-affecting changes.
- * Why Others Are Incorrect:
- * A (Cancel/Replace): Too disruptive; used for structural changes (product replacements).
- * C (Early Renewal): Starts a new contract; not relevant for in-term attribute updates.

References :

- * Salesforce Subscription Management Implementation Guide - Amendment Types and Use Cases
- * Salesforce Billing Implementation Guide - In-Term Amendments and Attribute Management

NEW QUESTION # 52

A Revenue Cloud Consultant wants to customize the Transaction Line Editor to display an existing custom field, Estimated Delivery Date, for sales reps when they are working on Quote record pages.
What is the correct method to achieve this customization?

- A. Enable 'Instant Pricing' under Revenue Settings to automatically display all custom fields on the Transaction Line Editor.
- B. Add Estimated Delivery Date as a selected field to the Transaction Line Editor component in the Quote Lightning Record page.
- C. Add the Estimated Delivery Date field to the relevant Quote Line Item page layout to display the field in the Transaction Line Editor.

Answer: B

Explanation:

Explanation (150-250 words)

The Transaction Line Editor (TLE) in Salesforce Revenue Cloud provides a configurable grid interface for users to interact with Quote Line Items (QLIs). To display custom fields such as Estimated Delivery Date, administrators must explicitly add those fields to the Selected Fields list of the TLE component within the Quote Lightning Record Page.

This configuration determines which fields appear in the line editor and in what order. Adding fields to the Quote Line Item page layout (option C) does not affect TLE visibility because the TLE configuration operates independently of page layouts. Option B (enabling Instant Pricing) controls pricing recalculation frequency and is unrelated to UI field visibility.

Exact Extract from Salesforce CPQ Implementation Guide:

"To display a custom field in the Transaction Line Editor, add it as a selected field in the TLE component configuration on the record page where it appears." References:

Salesforce CPQ Implementation Guide - Transaction Line Editor Customization
Salesforce Revenue Cloud Configuration Guide - TLE Field Selection and Layout Management
Salesforce Solution Architect Handbook - Optimizing Line Editor User Experience

NEW QUESTION # 53

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