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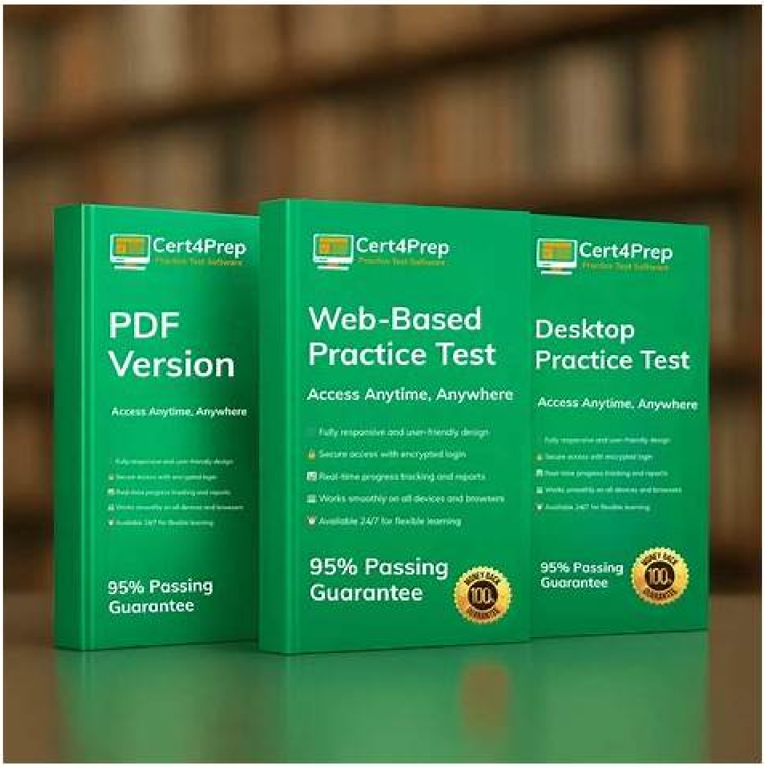

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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.
Topic 2	• 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 3	• 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 4	• 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q43-Q48):

NEW QUESTION # 43
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 # 44
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.

Answer: C

Explanation:
* "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

NEW QUESTION # 45
An agreement was executed using Revenue Cloud's Contract Lifecycle Management (CLM) functionality, and obligations were created to track compliance for key clauses.
What is a reason to create the obligations?

- A. Obligations can be assigned Owners and Tasks which helps track contractual commitments.
- B. Obligations can be assigned the Fulfilled status to ensure compliance.
- C. Obligations can be assigned Price Discounts to manage contract pricing agreements.

Answer: A

Explanation:
In Salesforce Revenue Cloud's Contract Lifecycle Management (CLM) module, Obligations are used to track post-signature responsibilities and ensure compliance with contractual commitments. An obligation represents an actionable item tied to a contract clause, such as delivering a report, making a payment, or completing a follow-up.
One of the primary benefits of creating obligations is the ability to:
* Assign Owners (users or roles)
* Attach Tasks
* Set due dates, statuses, and related metadata
This allows organizations to track performance on obligations over the lifecycle of the agreement and maintain accountability.
* Option A is correct, as assigning owners and tasks is core to the obligation management model.
* Option B is partially correct but too narrow; the Fulfilled status is only one aspect of the obligation lifecycle.
* Option C is incorrect - price discounts are managed through pricing rules, not obligations.
Exact Extracts from Salesforce Revenue Cloud Documents:
* CLM Implementation Guide - "Obligation Management":"Obligations allow contract owners to assign responsibilities to individuals and track their completion using tasks, due dates, and fulfillment status."

* Revenue Cloud CLM Overview - "Post-Signature Lifecycle Features":"Use obligations to monitor compliance with agreed-upon clauses by assigning tasks to the appropriate business users." References:
Salesforce CLM Implementation Guide
Salesforce Revenue Cloud CLM Functional Overview
CLM Admin and Template Designer Documentation

NEW QUESTION # 46
A smartphone product is currently sold as a one-time upfront payment.
In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Term Annual to the product.
- B. Assign a product selling model option of Term Monthly to the product.
- C. Assign a product selling model option of Evergreen Monthly to the product.

Answer: B

Explanation:
To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.
The "Term Monthly" model means:
* The product is sold with a defined term length (e.g., 12 months).
* Billing occurs monthly, allowing installment-style payment plans.
* The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.
The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.
"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Subscription Management Implementation Guide - "Selling Models and Termed Products":
"Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."
* CPQ Implementation Guide - "Selling Model Configurations":"Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:
Subscription Management Implementation Guide
Salesforce CPQ Implementation Guide

NEW QUESTION # 47
A Revenue Cloud Consultant needs to display a list of products to be shown in the browse phase of a guided selling journey. Which Product Catalog Management business API should the consultant use to retrieve a list of products that belong to a specific catalog?

- A. Products List (GET)
- B. Products List (POST)
- C. Product Related Records List (POST)

Answer: B

Explanation:
The Products List (POST) API is the correct choice for retrieving a list of products belonging to a specific catalog during the browse phase of guided selling in Revenue Cloud. This API endpoint is specifically designed as a composite API for Product Discovery and provides comprehensive filtering capabilities.
According to the Revenue Cloud Developer Guide, the Products List (POST) resource is located at /connect/cpq/products and accepts POST requests with a JSON body. This API allows consultants to specify multiple parameters including catalogId, categoryId, priceBookId, productClassificationId, and various filtering criteria. The POST method is preferred over GET because it can handle complex request bodies with multiple filter criteria, user context information, and qualification/pricing procedures.
The API supports essential Product Discovery features such as enableQualification and enablePricing flags, which are critical during the browse phase. It can also include contextDefinition and contextMapping parameters to ensure proper data flow during guided selling. The Products List (POST) returns a paginated list of products with complete details including pricing information, qualification status, and catalog associations.

Option A (Products List GET) does not exist as a standard Product Catalog Management business API.
Option B (Product Related Records List POST) is used for retrieving related records like ProductRampSegment or ProductUsageGrant, not for product lists. The Products List (POST) API is explicitly documented in the Product Discovery Business APIs section of the Revenue Cloud Developer Guide for browsing and discovering products during the sales transaction process.
References: Revenue Cloud Developer Guide - Product Discovery Business APIs, Product Catalog Management Business APIs section

NEW QUESTION # 48
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