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Salesforce Rev-Con-201 practice questions are based on recently released Salesforce Rev-Con-201 exam objectives. Includes a user-friendly interface allowing you to take the Salesforce Certified Revenue Cloud Consultant practice exam on your computers, like downloading the PDF, Web-Based Rev-Con-201 Practice Test ExamBoosts, and Desktop Salesforce Rev-Con-201 practice exam ExamBoosts.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q153-Q158):

NEW QUESTION # 153

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

Answer: B

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 # 154

A Revenue Cloud Consultant needs to add a new custom field to the pricing context definition and use it in a pricing procedure. The consultant added the attribute to the context definition, but it is not available in the pricing procedure.

Which step did the consultant miss?

- A. Clone the pricing procedure.
- B. Add a tag to the field attribute.
- C. **Activate the context definition.**

Answer: C

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Setup Documentation):

- * "Any modification to a context definition, such as adding new attributes, requires reactivation for the system to register and make the new fields available to dependent pricing procedures."
- * "Inactive context definitions or those not reactivated after edits will not expose newly added attributes for mapping or rule use."
- * "Only active context definitions can be referenced in a pricing procedure." Step-by-Step Reasoning:
- * Scenario: The consultant added a new attribute but cannot see it in the pricing procedure.
- * Root Cause: After modifying a context definition, it must be activated again so Revenue Cloud refreshes its metadata.
- * Why B is Correct:
- * Activation publishes the updated context definition to be available in pricing procedure editors.
- * Why Others Are Incorrect:
- * A: Tags categorize attributes but do not make them appear in pricing procedures.
- * C: Cloning pricing procedures doesn't expose missing context attributes; it duplicates the existing configuration.

References :

- * Salesforce CPQ Implementation Guide - Context Definition Activation and Pricing Procedure Integration
- * Salesforce Subscription Management Implementation Guide - Pricing Context Configuration Lifecycle

NEW QUESTION # 155

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

Answer: A

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 # 156

A Revenue Cloud Consultant needs to identify and capture the latest active Contract to which an Asset belongs. Which build steps should the consultant take to meet their goal?

- A. Build a Contract lookup field on Asset. Build a record-triggered flow to traverse all the related Contracts of the Account to which the Asset belongs. Then take the latest active Contract and update Asset's new Contract lookup field with its record ID.
- **B. Build a Contract lookup field on Asset. Create a ContractId tag in context definition for Assets and map the ContractId tag to this new Asset Contract lookup field. Update the OrderToAsset context definition to map Order's ContractId tag to Asset's ContractId tag.**
- C. Build a Contract lookup field on Asset. Upon Asset update, use automation to find the latest-dated Asset Contract Relationship record of the Asset and copy its ContractId into this lookup field.

Answer: B

Explanation:

Explanation (150-250 words)

Salesforce Revenue Cloud uses Context Definitions to pass contextual data-such as ContractId, AccountId, and OrderId-across transaction boundaries (e.g., from Order to Asset). To automatically capture and persist the Contract associated with an Asset, administrators should leverage Context Tags and Context Definitions instead of manual automation.

The correct solution is to:

* Create a Contract lookup field on the Asset object.

* Define a ContractId tag in the Asset context definition and map it to this lookup field.

* Update the OrderToAsset Context Definition to map the Order's ContractId tag to the Asset's ContractId tag.

This ensures that when an Order creates Assets, the system automatically maps and populates the Contract reference based on context propagation, maintaining data consistency without extra automation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Context Definitions allow for the propagation of key identifiers such as ContractId from Orders to downstream entities like Assets, ensuring accurate linkage for lifecycle management." References:

Salesforce Subscription Management Implementation Guide - Context Definitions and Tag Mapping
Salesforce Revenue Cloud Data Model - Order, Contract, and Asset Relationships
Salesforce Billing and Asset Integration Guide - OrderToAsset Context Configuration

NEW QUESTION # 157

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

- A. Catalog IDs
ProductClassification IDs
- B. Pricebook IDs

- Catalog IDs
- Category IDs
- C. Product2 IDs
 - Catalog IDs
 - Category IDs

Answer: C

Explanation:

When using the Products List (POST) API in Salesforce Revenue Cloud, developers can query and filter the list of available products using specific supported parameters. According to the Salesforce Product Catalog and Discovery API documentation, the valid and commonly used filters for the Products List API include:

- * Product2 IDs: to retrieve specific products directly by their ID
- * Catalog IDs: to filter products based on a specific product catalog
- * Category IDs: to filter products that belong to a particular category within a catalog This allows developers to fetch only relevant products for a specific UI component or experience, such as in a Product Discovery component or a custom Lightning Web Component (LWC).

Option B includes Pricebook IDs, which are not supported as filter parameters in the Products List API.

Pricebooks are used in pricing context but are not valid query parameters for this API endpoint.

Option C includes ProductClassification IDs, which are not supported directly in the POST filter payload of the Products List API.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Discovery API Developer Guide - "Products List (POST)": "Use Catalog IDs, Category IDs, and Product2 IDs as input filters in the POST request to retrieve relevant product records for discovery or display."

* Revenue Cloud API Reference - "Querying Product Records": "The Products List API supports filtering by catalog, category, and direct product identifiers. Pricebooks are not queryable through this API." References:

Salesforce Revenue Cloud Product Discovery API Guide

Product Catalog and Discovery Developer Documentation

Salesforce CPQ API Reference (Fall '23 and Spring '24 Releases)

NEW QUESTION # 158

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