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In the era of rapid changes in the knowledge economy, do you worry that you will be left behind? Let's start by passing the Rev-Con-201 exam. Getting a Rev-Con-201 certificate is something that many people dream about and it will also bring you extra knowledge and economic benefits. As we all know, if you want to pass the Rev-Con-201 Exam, you need to have the right method of study, plenty of preparation time, and targeted test materials. However, most people do not have one or all of these. That is why I want to introduce our Salesforce original questions to you.

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	• 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	• 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 4	• 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 5	• 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.

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The exam outline will be changed according to the new policy every year, and the Rev-Con-201 questions torrent and other teaching software, after the new exam outline, we will change according to the syllabus and the latest developments in theory and practice and revision of the corresponding changes, highly agree with outline. The Rev-Con-201 Exam Questions are the perfect form of a complete set of teaching material, teaching outline will outline all the knowledge points covered, comprehensive and no dead angle for the Rev-Con-201 candidates presents the proposition scope and trend of each year.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q119-Q124):

NEW QUESTION # 119
A customer is integrating Revenue Cloud with their ecommerce website. Orders will be placed directly from the website and may include up to 1,000 products.
Which Revenue Cloud API will work for this integration?

- A. Place Sales Transaction
- B. Place Order
- C. Create Order

Answer: A

Explanation:
Explanation (150-250 words)
The Place Sales Transaction API is the modern, high-performance API for order creation in Salesforce Revenue Cloud. It is specifically designed for transactional use cases-such as ecommerce order placement- where multiple products (up to thousands) need to be processed efficiently in a single transaction.
This API accepts comprehensive input data, including customer, pricing, and contextual attributes, and supports multi-line item transactions with automatic validation, pricing, and order creation. It ensures the correct generation of order records, order products, billing schedules, and related context without requiring separate API calls for each record.
The Create Order and Place Order APIs are legacy or limited-scope endpoints that do not handle large volumes or contextual pricing with the same efficiency.
Exact Extract from Salesforce Revenue Cloud Developer Guide:
"Use the Place Sales Transaction API to create and submit complex orders directly from external systems such as ecommerce platforms. It supports high-volume line items, pricing, and context-driven processing." References:
Salesforce Revenue Cloud Developer Guide - Place Sales Transaction API Overview Salesforce CPQ and Billing Integration API Reference - Transaction APIs for Order Creation Salesforce Revenue Cloud Implementation Guide - Ecommerce Integration Patterns

NEW QUESTION # 120
A customer wants to define default entitlement for data storage that they want to sell.
What should they use to accomplish this?

- A. Product Usage Resource
- B. Rate Card Entries
- C. Product Usage Grant

Answer: C

Explanation:
In Salesforce Revenue Cloud, when a customer wants to define a default entitlement for a usage-based service (such as data storage), they should use a Product Usage Grant. This object is used to define:
* The default quantity or amount a customer is entitled to

* The type of usage (e.g., data, API calls, minutes)
* Any limits or allowances that are bundled with a subscription or product Product Usage Grants are tied to the commercial product and are part of the entitlement management model in Salesforce Subscription Management. They enable entitlement tracking and enforcement of usage limits.
* Product Usage Resource defines the type of resource being measured (e.g., "Data Storage").
* Rate Card Entries are used to define pricing for overage or tiered usage, not entitlements.
Therefore, to specify the default amount included with a product, the correct object is Product Usage Grant.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Subscription Management Implementation Guide - "Usage-Based Entitlements":"Use Product Usage Grants to define the included entitlements (e.g., 5GB of storage) that a customer receives with their subscription."
* Revenue Cloud Product Setup - "Usage Grant vs. Usage Resource":"Product Usage Resource defines what is measured. Product Usage Grant defines how much is granted." References:
Salesforce Subscription Management Implementation Guide
Revenue Cloud Usage-Based Product Configuration Guide
Salesforce CPQ and Billing Object Reference

NEW QUESTION # 121
A software company wants to offer a Premium Suite bundle that includes multiple applications and support services at a discounted price compared to purchasing each component individually. The company also needs to apply different discounts to this bundle based on custom conditions.
Which pricing element must the company use to define the bundle pricing logic and then to calculate its price within a pricing procedure?

- A. Bundle-Based Price and Product Selling Model
- B. Bundle-Based Price and Price Adjustment Matrix
- C. Attribute-Based Price and Volume Discount

Answer: B

Explanation:
Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and CPQ Implementation Guides):
* "Bundle-Based Pricing allows you to define how the total price of a bundle is determined, whether from component prices, a fixed price, or dynamic price calculation."
* "Price Adjustment Matrices are used within pricing procedures to apply conditional or tiered discounts to bundle or product pricing."
* "Attribute-Based Pricing is used for pricing individual products based on attribute values, not entire bundles." Step-by-Step Reasoning:
* Requirement:
* Create bundle pricing logic (discounted total price).
* Apply varying discounts under specific conditions.
* Correct Components:
* Bundle-Based Price: Controls how bundle total is derived.
* Price Adjustment Matrix: Applies dynamic, condition-based discounts.
* Why B is Correct:Matches both aspects - bundle calculation and dynamic discounting.
* Why Others Are Incorrect:
* A: Attribute-Based and Volume Discount apply to standalone or quantity-based pricing, not complex bundles.
* C: Product Selling Model controls selling duration/frequency, not bundle pricing or discount logic.
References :
* Salesforce CPQ Implementation Guide - Pricing Procedures and Bundle-Based Pricing
* Salesforce Billing Implementation Guide - Price Adjustment Matrices
* Salesforce Subscription Management Implementation Guide - Bundle Pricing Strategy

NEW QUESTION # 122
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.

Answer: B

Explanation:
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." es:
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

NEW QUESTION # 123
A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.
How should a consultant address this in Revenue Cloud?

- A. Create a constraint rule in the Constraint Model at the Quote Level.
- B. Create a custom Lightning web component to validate the attribute quantity.
- C. Create a constraint rule in the Constraint Model at the Product Level.

Answer: C

Explanation:
Explanation (150-250 words)
In Salesforce CPQ, Constraint Models define validation, inclusion, and compatibility rules that control product configuration behavior. When a validation or warning depends on an attribute value of a single product, the logic should be defined at the Product Level Constraint Model.
In this scenario, the "Terabyte" attribute belongs to "Product A," and the business rule requires displaying a warning message when the attribute exceeds 100. Implementing this at the Product Level Constraint Model ensures that the rule evaluates only that product's context and triggers the message directly within the configuration page when users input the attribute value.
Quote-level constraint models are used for cross-product validations across multiple quote lines, not for product-specific attribute conditions. Therefore, option C correctly uses the Product Level Constraint Model
.
Exact Extract from Salesforce CPQ Implementation Guide:
"Use Product Level Constraint Models when the validation logic applies to a specific product's attributes or options. Use Quote Level models when the logic involves multiple products or quote lines." References:
Salesforce CPQ Implementation Guide - Constraint Models and Rule Hierarchies Salesforce Revenue Cloud Developer Guide - Product-Level Attribute Validation Salesforce CPQ Best Practices - Warning Messages and Validation Rules in Configuration

NEW QUESTION # 124
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