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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 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.

Topic 5	<ul style="list-style-type: none"> 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 6	<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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q121-Q126):

NEW QUESTION # 121

A high-tech company offers cloud storage services and wants to define different rates for API calls based on customers' usage patterns.

How should a consultant set up this requirement?

- A. Use base card entries
- B. Use tier rate entries
- **C. Use attribute rate entries**

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Billing and Subscription Management support multiple usage-based pricing (UBP) models.

From the Subscription Management and Billing Implementation Guides:

- * "Attribute rate entries enable pricing based on characteristics of usage events, including call type, region, or customer usage behavior."
- * "Use attribute rate entries when pricing varies based on usage attributes and patterns, not volume alone." This fits the requirement of applying different rates to API calls depending on how customers use the service.

Why other options are incorrect:

* Base card entries: Apply a flat rate.

* Tier rate entries: Apply rates based on volume tiers, not usage attributes.

References: Salesforce Billing Implementation Guide - Usage-Based Pricing Models; Attribute Rate Pricing

NEW QUESTION # 122

A customer currently uses the standard Quote and Order objects and wants to distinguish the records created by Revenue Cloud. How should a Revenue Cloud Consultant differentiate the records created by Revenue Cloud from other processes?

- **A. Find a related record for the Application Usage Assignment object with the value of Revenue Lifecycle Management.**
- B. Check Quote and Order Transaction Type field picklist value to be Revenue Lifecycle Management.

- C. Verify that the Record Type of Quote and Order are set to Revenue Lifecycle Management.

Answer: A

Explanation:

Exact Extracts from Salesforce Revenue Cloud Documentation (RLM Architecture):

- * "Revenue Lifecycle Management (RLM) creates application usage records on standard Salesforce objects (Quote, Order, Contract, etc.) to track their origin."
- * "Each record created by RLM is linked to an Application Usage Assignment (AUA) record whose Application Usage field value is 'Revenue Lifecycle Management.'"
- * "This allows administrators to distinguish records created by RLM from those created by other Salesforce applications or manual processes." Step-by-Step Reasoning:
 - * Requirement: Identify which Quotes and Orders originate from Revenue Cloud (RLM) processes.
 - * Correct Mechanism:
 - * Each RLM-created record automatically associates with an Application Usage Assignment (AUA) record.
 - * The Application Usage field is set to Revenue Lifecycle Management.
 - * Why A is Correct:
 - * It provides the definitive system linkage between standard Salesforce objects and the RLM- managed lifecycle.
 - * Why Others Are Incorrect:
 - * B: Record Type is configurable by admins and not guaranteed unique to RLM.
 - * C: Transaction Type defines the process context (Sales, Amendment, etc.), not the source application.

References :

- * Salesforce Revenue Lifecycle Management Implementation Guide - Application Usage Assignment and Object Linkage
- * Salesforce Billing & Subscription Management Implementation Guide - RLM Object Tracking and Metadata Governance

NEW QUESTION # 123

A global enterprise is implementing Salesforce Revenue Cloud to simplify collaboration between sales, finance, and legal teams throughout the revenue lifecycle. The organization's key goal is to have a single source of truth to understand where the order is in its lifecycle without relying on disconnected tools or manual handoffs.

How does Dynamic Revenue Orchestrator (DRO) help meet these goals?

- A. DRO automates the entire quote to order lifecycle.
- B. DRO automates the revenue lifecycle.
- **C. DRO automates the order lifecycle and streamlines fulfillment.**

Answer: C

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

- * "Dynamic Revenue Orchestration (DRO) automates and manages the order lifecycle, ensuring seamless handoffs between sales, fulfillment, finance, and legal teams."
- * "DRO defines orchestration plans and fulfillment steps, providing visibility into each stage of the order lifecycle from activation to fulfillment."
- * "While the quote-to-order process is handled in CPQ and order submission, DRO takes over post- order activation to automate downstream fulfillment, billing, and revenue recognition processes." Step-by-Step Reasoning:
 - * Key goal: Unified visibility of order lifecycle and automated handoffs across departments.
 - * Correct Function: DRO orchestrates and monitors order fulfillment and revenue processes, automating tasks across systems.
 - * Why B is Correct:
 - * Focused on automating the order lifecycle (post-order stage).
 - * Provides real-time orchestration, eliminates manual handoffs.
 - * Why Others Are Incorrect:
 - * A: Too broad - the revenue lifecycle includes quoting and contracting not handled by DRO alone.
 - * C: Quote-to-order automation is managed by CPQ and Order Management, not DRO.

References :

- * Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Overview
- * Salesforce Billing Implementation Guide - Order Lifecycle Automation and Fulfillment Design

NEW QUESTION # 124

A new order is created with these details:

- * The account has a default Billing Profile with a billing address in San Francisco.
- * An order is created associated with this account with a billing address in New York.
- * The order has a billing account attached with a billing address in Chicago. When billing processes the order, which city will be used?

- A. New York
- B. **Chicago**
- C. San Francisco

Answer: B

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

- * "When generating invoices, Salesforce Billing uses the billing account attached to the order as the billing entity."
- * "If a billing account is specified on the order, its details (including Billing Address) take precedence over the order or account-level billing information."
- * "If no billing account is provided, the system falls back to the order's billing fields, and then to the account's default billing profile."

Step-by-Step Reasoning:

- * Hierarchy for billing address resolution: Billing Account (highest) # Order Billing Address # Account Billing Profile (lowest).
- * In this case:
 - * Billing Account (Chicago) exists and overrides all others.
 - * Why B is Correct: The billing process will use Chicago, because the billing account attached to the order dictates the billing details.

References :

- * Salesforce Billing Implementation Guide - Billing Account Hierarchy and Invoice Address Resolution
- * Salesforce Subscription Management Implementation Guide - Order Billing Account Logic

NEW QUESTION # 125

A consultant is preparing to enable multicurrency in an org that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure. What should the consultant do to resolve this?

- A. **Deactivate the pricing procedure and the associated decision table, then enable multicurrency and add the Currency field to the decision table before reactivating them.**
- B. Enable multicurrency in the org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.
- C. Clone the pricing procedure and create a new decision table with the Currency field. Link the new table to the cloned procedure and swap it into setup.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

For Revenue Cloud's Salesforce Pricing:

- * The Currency field becomes available for use in decision tables and pricing procedures only after multicurrency is enabled.
- * If a decision table and pricing procedure are already active, you must deactivate them, update the table to include Currency, and then reactivate.

Simply waiting (C) will not retroactively expose Currency in existing decision tables. Cloning (A) is unnecessary and more complex than required.

References:

Salesforce Pricing / Revenue Lifecycle Management Implementation Guide - Multicurrency Enablement and Pricing Procedures Decision Table Configuration Steps for Currency-based Pricing

NEW QUESTION # 126

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