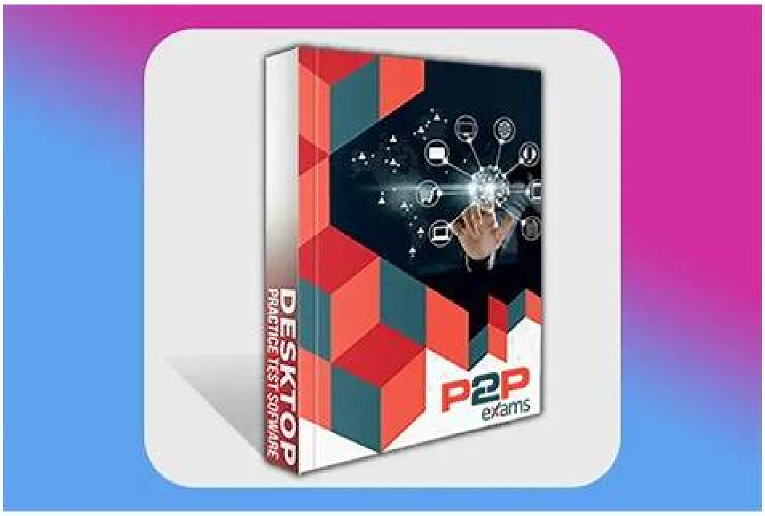
Web_Based Salesforce Rev-Con-201 Practice Test Software - Identify Knowledge Gap



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Generally speaking, you can achieve your basic goal within a week with our Salesforce Certified Revenue Cloud Consultant Rev-Con-201 study guide. Besides, for new updates happened in this line, our experts continuously bring out new ideas in this Salesforce Rev-Con-201 Exam for you. The new supplemental updates will be sent to your mailbox if there is and be free.

Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 4	• 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 5	• 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.

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The certification is necessary to get a job in your desired Salesforce company. Success in the test gives you an edge over the others because you will have certified skills that will make a good impression on the interviewer. Most people preparing for the Rev-Con-201 Exam are confused about preparation. How will they get real and updated Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam questions?

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q157-Q162):

NEW QUESTION # 157
A sales user is trying to add products to a Quote using Product Discovery via Browse Catalog in Revenue Cloud. However, they are unable to see the products they are looking to add. What is the reason for this issue?

- A. The products are not associated with an active price book entry that belongs to the price book selected on the Quote
- B. The Product Discovery component on the Quote Layout is misconfigured or hidden and unable to be accessed on Lightning page
- C. The sales user profile does not have the "View All" on Product2 object permission, allowing users to have access to all the Products

Answer: A

Explanation:
The most common reason products do not appear in Browse Catalog is that they lack an active price book entry in the price book associated with the quote. This is a fundamental requirement for product visibility in Revenue Cloud's Product Discovery process. Product visibility in Browse Catalog depends on multiple configuration factors, but the price book entry is critical. According to Revenue Cloud troubleshooting documentation, products must have an active price book entry within the specific price book selected on the quote or order. Without this price book entry, even if the product exists and is active, it will not appear in the catalog browse experience.
When a quote is created, it is associated with a specific price book. The Product Discovery process filters products based on this price book association, showing only products that have entries in that particular price book. This ensures that sales users only see products they can actually sell at valid prices. Additionally, the price book entry must be active; inactive entries will not make products visible.
While Option B regarding permissions could affect product visibility in some scenarios, it is not the primary reason for products not appearing in Browse Catalog. The "View All" permission relates to record-level access rather than Product Discovery functionality. Option C about component configuration would prevent access to Browse Catalog entirely, not just hide specific products. The absence of a valid, active price book entry in the quote's associated price book is the most direct and common cause of products not appearing during the browse phase.
References: Revenue Cloud Implementation Guide - Product Discovery Configuration, Salesforce Help - Products Not Showing in Browse Catalog troubleshooting

NEW QUESTION # 158
A sales user has a customer with varying quantities (upsells) and subscription prices throughout their last contract term. The customer is ready to renew, and the sales user wants to maintain the same prices for their renewal.

What should the sales user do in Asset Management to keep the prices the same?

- A. Customize Assetize Order flow.
- B. Set Pricing Source on Asset to Last Negotiated Price.
- C. Enable Lot-based or As-is Renewals.

Answer: C

Explanation:
Exact Extracts from Salesforce Subscription Management Implementation Guide:
* "Lot-based or As-is Renewals allow renewal quotes or orders to use the customer's last negotiated pricing and quantities from existing assets."
* "This feature ensures that renewals reflect the same commercial terms from the current assets, even if list prices have changed."
* "Enabling As-is Renewal simplifies renewal creation and ensures pricing consistency for multi-term or upsold subscriptions."

NEW QUESTION # 159
When selecting products to add to a quote, a sales user updates an attribute represented by a custom field. The user intends to use the selected value in other downstream processes.
Which Mapping Intent should they select when creating the Mapping for the context definition?

- A. Persistence
- B. Hydration
- C. Association

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In Revenue Cloud / Revenue Lifecycle Management, context mappings control how values (such as attributes or fields) flow between the runtime configuration/quoting experience and underlying Salesforce objects.
When defining a mapping, you specify a Mapping Intent, which determines how the data is used and whether it is stored.
The documentation describes the Persistence intent along the lines of:
Persistence
Use this intent when you want the mapped value to be written to and stored on the underlying Salesforce object so it can be used later in downstream processes (such as orders, contracts, billing, or analytics).
This exactly matches the scenario described in the question:
* A sales user updates a custom attribute when selecting products for a quote.
* The value must be available for downstream processes (for example, contract creation, order generation, billing, or reporting).
* Therefore, the value needs to be persisted to an object/field, not just used temporarily in the UI.
Why the other options are incorrect:
* Option A - AssociationAssociation intent is used when you want to establish or drive relationships (associations) between records or configurations, not specifically to persist a field value for later downstream processing. It's more about linking and contextual associations than about durable storage of an attribute value.
* Option B - HydrationHydration intent is used when you want to bring values into the runtime configuration or user interface (for example, pre-populating or deriving values), typically for in-session use. These values might not be written back or persisted. Hydration alone does not guarantee that the custom field value will be stored and available for later downstream processes.
Because the requirement explicitly states that the attribute's value needs to be usable in other downstream processes, the correct Mapping Intent is Persistence (Option C), which aligns with the documented purpose of persisting mapped values to Salesforce objects.
References (Salesforce Revenue Cloud documentation / study materials):
* Salesforce Revenue Lifecycle Management / Revenue Cloud: Context Rules, Context Mappings, and Mapping Intents
* Salesforce Revenue Lifecycle Management Implementation Guide: Using Mapping Intents - Hydration vs. Persistence vs. Association
* Salesforce Help: Attribute and Context Mapping for Quoting and Downstream Processes

NEW QUESTION # 160
An IT service provider purchased Revenue Cloud. Currently, the provider needs to mark its Super Duper Product as an automatically renewable product with no manual interaction from users.
How should a Revenue Cloud Consultant handle this requirement?

- A. Select the Auto Renew checkbox on the Asset object.
- B. Select the Auto Renew checkbox on the product selling model.
- C. Select the Auto Renew checkbox on the Product2 object.

Answer: C

Explanation:
Explanation (150-250 words)
In Salesforce CPQ and Subscription Management, automatic renewal behavior is driven at the product level via the Auto Renew field on the Product2 record. When this checkbox is selected, any subscription created for that product automatically inherits the renewal behavior - meaning that the system will create renewal opportunities, quotes, or contracts automatically without user intervention.
The Auto Renew setting on Product2 defines renewal eligibility for all subscriptions derived from that product, ensuring consistent automation across all customers and contracts.
The Asset object does not directly control renewal logic; instead, it reflects renewal status after processing.
The Product Selling Model defines how products are sold (one-time, recurring, usage-based), but renewal logic is still determined by the Product2-level Auto Renew setting.
Exact Extract from Salesforce Subscription Management Guide:
"To enable automatic subscription renewal without user action, select the Auto Renew checkbox on the Product2 record. Subscriptions created from this product will automatically renew upon term completion." References:
Salesforce Subscription Management Implementation Guide - Auto-Renewal Configuration Salesforce CPQ Implementation Guide - Subscription Product and Renewal Behavior Salesforce Revenue Cloud Data Model - Product2 and Subscription Relationship

NEW QUESTION # 161
A furniture company is selling unassembled furniture with user manuals. The company does not want to show user manuals as a quote line when selling to customers, but it needs to make sure user manuals are included when shipping the unassembled furniture. What is the recommended approach?

- A. Add the user manuals as an attribute with a value of Included or Excluded under the unassembled furniture product record.
- B. Add the user manuals as quote line, but hide them in the Transaction Line Table and proposal document.
- C. Add the user manuals as a technical product and create associated decomposition rule(s).

Answer: C

Explanation:
The recommended approach uses technical products with decomposition rules. According to Revenue Cloud fulfillment documentation, technical products are purpose-built for fulfillment and operational processes rather than commercial sale. User manuals in this scenario should be configured as technical products that accompany the commercial unassembled furniture product but are not visible as separate quote lines to customers.
Decomposition rules govern how commercial products (the unassembled furniture) break down into fulfillment components when an order is activated. By creating a technical product called "User Manual Inclusion" and establishing decomposition rules that link it to the furniture product, the system ensures that when an unassembled furniture order is created and activated, the decomposition process automatically includes the user manual technical product in the fulfillment decomposition.
This approach provides several advantages: customers see only the furniture product in their quote (not the manual as a separate line item), but during order fulfillment, the decomposition rules ensure that user manuals are included in the shipping package. Technical products do not appear in quoting interfaces, so they remain hidden from customer-facing documentation and proposals while still participating in fulfillment operations.
Option A (hiding quote lines) is not recommended because it adds unnecessary complexity to quotes and can cause confusion. Option B (attributes) doesn't support the fulfillment requirement; attributes describe product features, not orchestrate separate fulfillment items. Technical products with decomposition rules is the purpose-built Revenue Cloud mechanism for handling fulfillment-only items that shouldn't appear as commercial line items.
References: Revenue Cloud Fulfillment Documentation - Technical Products and Decomposition Rules, Dynamic Revenue Orchestrator decomposition configuration

NEW QUESTION # 162
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