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## Salesforce Certified Revenue Cloud Consultant practice vce dumps & Rev-Con-201 latest exam guide & Salesforce Certified Revenue Cloud Consultant test training torrent

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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q122-Q127):

### NEW QUESTION # 122

A Revenue Cloud Consultant manages a product catalog serving multiple regions and customer segments. The team wants to dynamically control product visibility based on criteria such as region, industry, or customer type. What is the recommended approach?

- A. Create separate catalogs and categories for each customer segment.
- B. Use qualification rules to control product visibility based on business criteria.
- C. Use multiple price book entries and assign different price books to users based on region.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud recommends using Qualification Rules for:

\* Contextual product visibility in Browse Catalog and Product Discovery.

\* Evaluating criteria like region, industry, and account attributes using decision tables and qualification procedures.

Multiple price books (A) address pricing, not visibility. Separate catalogs (B) can be used in some cases, but quickly become complex; qualification-based visibility is the scalable, recommended method.

References:

Product Catalog Management Guide - Qualification Rules for Product Visibility Revenue Lifecycle Management Implementation Guide - Product Qualification Decision Tables

### NEW QUESTION # 123

A subscription product that starts on July 1 is assigned a Billing Treatment at the Product Level that bills in arrears. However, the Billing Treatment assigned at the Order Product level is configured to bill in advance.

What is the correct statement regarding Billing Treatment?

- **A. Billing Treatment at the Order Product level overrides the Product Level Billing Treatment.**
- B. Billing Treatment resolution always prefers the Product Level over the Order Product level.
- C. Billing Treatments are only evaluated when no Legal Entity is defined.

**Answer: A**

Explanation:

In Revenue Cloud's billing hierarchy, the Order Product level Billing Treatment takes precedence over the Product Level Billing Treatment. According to Revenue Cloud billing documentation, when a Billing Treatment is configured at multiple levels, the system applies a priority hierarchy where the most specific (transactional) level overrides more general levels.

The Billing Treatment field configures whether a charge should be billed in advance (prior to service delivery) or in arrears (after service delivery). When this setting exists at both the Product level and the Order Product level, the Order Product level configuration is the final determining factor. In the given scenario, even though the Product is configured to bill in arrears, the subscription order will actually bill in advance because the Order Product Billing Treatment explicitly specifies advance billing. This design allows for customer-specific exceptions and flexibility. The Product level provides a default billing behavior, but sales teams and billing administrators can override this default at the Order Product level for specific deals, negotiated terms, or unique customer arrangements. For example, a customer might negotiate different billing terms than the standard product defaults, and those specific terms are captured at the Order Product level during quote-to-order conversion.

Option A is incorrect; Product Level does not override Order Product level. Option C about Legal Entity is unrelated to Billing Treatment resolution hierarchy. The Order Product level is the transaction-specific configuration point where customer-negotiated terms take final effect, making it the highest priority in the billing treatment resolution logic.

References: Revenue Cloud Billing Documentation - Billing Treatment configuration, Order Product field hierarchy documentation

### NEW QUESTION # 124

A Cloud Consultant is using Contracts AI to retrieve clauses and contract fields from a PDF. After the initial run, the consultant realizes that a payment method custom field needs to be retrieved that was not initially included.

What should the consultant do to retrieve this custom field?

- A. Log a support case with Salesforce to enable payment method to be added to the extraction mapping used.
- B. Modify the AI prompt template to define the attribute mapping and context mapping for payment method.
- **C. Modify the contract extraction template to define the attribute mapping and context mapping for payment method.**

**Answer: C**

Explanation:

In Salesforce Revenue Cloud's Contracts AI functionality, the process of retrieving data such as clauses or contract fields from uploaded documents (e.g., PDFs) relies on Contract Extraction Templates. These templates define which attributes and contextual mappings are used during document extraction. When a new field-such as Payment Method (a custom field)-needs to be retrieved, it must be explicitly added to the extraction template through configuration.

Exact Extract from Salesforce Revenue Cloud Documentation:

"To extract additional custom fields or clauses, users must update the contract extraction template to include attribute and context

mappings for each new field. The template defines which contract data points Contracts AI retrieves from the uploaded document." - Salesforce Subscription Management Implementation Guide (Contracts AI section) The AI prompt template (Option B) controls the tone and structure of the generated summaries, not data extraction parameters. Logging a support case (Option C) is unnecessary, as this configuration is fully managed by the consultant or administrator through template updates.

References:

Salesforce Subscription Management Implementation Guide - Contracts AI Setup  
Salesforce Revenue Cloud Implementation Guide - Contract Extraction Templates  
Salesforce Revenue Cloud Consultant Study Guide

### NEW QUESTION # 125

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

**Answer: B**

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 # 126

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 Product2 object.**
- C. Select the Auto Renew checkbox on the product selling model.

**Answer: B**

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 # 127

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