Salesforce Salesforce Certified Revenue Cloud Consultant Exam Questions in 3 User-Friendly Formats

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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	• 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 4	• 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 5	• 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 6	• 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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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q67-Q72):

NEW QUESTION # 67
A project is moving from the design phase to the build phase.
What should a Revenue Cloud Consultant do to ensure a successful build cycle?

- A. Set up environments for development, testing, and production, and choose a deployment tool.
- B. Write user stories, have user workshops to confirm requirements, and build test use cases.
- C. Build in the production environment, let users test it live, and provide feedback in real time.

Answer: A

Explanation:
As a Salesforce Revenue Cloud project moves from design into the build phase, it is essential to follow Salesforce's recommended development lifecycle and environment strategy to ensure a smooth, secure, and scalable implementation.
Per the Salesforce Revenue Cloud Implementation Guide and Project Delivery Framework, the consultant must:
* Set up multiple environments: such as Developer Sandbox (for configuration and coding), UAT Sandbox (for user testing), and Production (for go-live)
* Establish a deployment strategy and toolset: using tools like Change Sets, Salesforce CLI, DevOps Center, or third-party CI/CD platforms
* Maintain proper version control and release planning
This approach ensures code quality, traceability, and a safe pathway for validating changes before going live.
Option B, while valid during design and requirement gathering, should have been completed before build.
Option C (building directly in production) violates best practices, increases risk, and lacks rollback and testing controls.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Revenue Cloud Delivery Framework - "Environment Strategy":"Create isolated sandboxes for development, QA, and UAT. Always deploy to production through a structured release process."
* Salesforce Implementation Lifecycle - "Build Phase":"Establish a deployment toolset and environment strategy at the beginning of the build cycle to ensure governance and minimize risk." References:
Salesforce Revenue Cloud Delivery Framework
Salesforce Project Lifecycle Best Practices
Salesforce DevOps and Deployment Strategy Documentation

NEW QUESTION # 68
A Revenue Cloud Consultant is asked to provide a report on ordered internet service where upload/download speed is configurable and is required.
Which objects should the consultant use in a custom report to retrieve this information?

- A. Order Product Attributes, Product Attribute Definition
- B. Order Products, Product Attribute Definition
- C. Order Products, Order Product Attributes

Answer: C

Explanation:
In Salesforce Revenue Cloud, when configurable products are ordered (e.g., internet service with upload /download speeds), the configured values are stored at the Order Product Attribute level. These are linked to the corresponding Order Product, which represents the actual product ordered.
To generate a report that includes both:
* The ordered item (Order Product)
* Its specific configurations (upload/download speeds)
You need to use a custom report type that includes:
* Order Products
* Order Product Attributes
While Product Attribute Definition (mentioned in Option B and C) defines the possible attributes at the product catalog level, it does not store the selected values made during quoting or ordering. The actual values chosen are stored in the Order Product Attribute object.
This approach ensures that your report includes actual selections made by customers, not just the available options.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Subscription Management Implementation Guide - "Order Product Attribute Usage":"Order Product Attributes store the selected values from the product configuration process and are linked directly to the corresponding Order Product."
* CPQ Data Model Reference - "Attributes and Orders":"Reporting on configurable products requires joining Order Product with Order Product Attribute to retrieve both the product and its configured values." References:
Subscription Management Implementation Guide
Salesforce CPQ and Billing Data Model Guide
Revenue Cloud Reporting and Analytics Guide

NEW QUESTION # 69
A Revenue Cloud Consultant needs to verify that the calculated prices on a quote match the pricing logic defined in the pricing procedure. The consultant has already reviewed the procedure steps and quote lines but suspects that a custom pricing script may be affecting the results.
What should the consultant do to trace the sequence of pricing actions and adjustments applied during quote calculation?

- A. Check the Revenue Transaction Logs.
- B. Check the Pricing Operations Console.
- C. Check the Pricing Debug Mode Output.

Answer: C

Explanation:
When validating the accuracy of quote pricing - especially in the presence of custom pricing scripts or logic
- the recommended method is to enable and review the Pricing Debug Mode Output. This tool allows consultants and developers to trace all pricing operations step-by-step, including:
* Price calculation sequence
* Adjustments applied by pricing rules
* Scripting logic execution (e.g., custom logic in Pricing Hooks)
* Procedure steps execution order
According to the Salesforce CPQ Implementation Guide, Pricing Debug Mode is critical for diagnosing pricing anomalies, particularly in complex CPQ setups involving custom scripts or layered pricing rules.
The Pricing Operations Console (option A) is useful for managing pricing procedures and viewing applied logic but does not provide a line-by-line trace of what happened during the quote calculation.
Revenue Transaction Logs (option B) are primarily used in Billing and Invoicing scenarios, not for quote pricing diagnostics.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce CPQ Implementation Guide - "Debugging Pricing Procedures":"Use Pricing Debug Mode to track the execution of pricing steps, logic hooks, and adjustments. This is the most detailed method to investigate discrepancies in pricing outcomes."
* Developer Guide - "Pricing Engine Customization and Debugging Tools":"Enable Pricing Debug Mode in the Quote Calculator Plugin to view the complete breakdown of calculations and custom logic applied." References:
Salesforce CPQ Implementation Guide

Salesforce CPQ and Billing Developer Guide
Revenue Cloud Advanced Pricing Tools Documentation

NEW QUESTION # 70
A consultant is creating a decision table using a predefined template for product eligibility and availability.
Which object types can the consultant use as evaluation criteria during product selection?

- A. Product Relationship or Product Attribute
- B. Product Price Book or Product Schedule
- C. Product Qualification or Product Category Qualification

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In Salesforce Revenue Lifecycle Management, eligibility and availability rules are built using Decision Tables. The predefined templates for product eligibility and product availability rely on Qualification objects.
From the Revenue Lifecycle Management Implementation Guide:
* "Eligibility and availability rules are driven by Product Qualifications and Product Category Qualifications, which determine whether a product can be selected for a specific customer or scenario."
* "Decision table templates for eligibility and availability use Qualification objects as the evaluation criteria." These objects are designed specifically for determining whether a product should be selectable based on business rules, customer attributes, and catalog categorizations.
Why other options are incorrect:
* Product Price Book and Product Schedule are used for pricing, not eligibility.
* Product Relationship and Product Attribute are used in configuration rules, not eligibility templates.
References:Salesforce Revenue Lifecycle Management Implementation Guide - Eligibility and Availability Decision Tables; Product Qualification Framework.

NEW QUESTION # 71
A Salesforce Consultant has been asked to identify and extract contract details and clauses from a PDF that holds the information of a historical signed contract. The consultant will use Contracts AI to achieve this requirement. A prerequisite to using Contracts AI is to set up a contract extraction template.
When creating a contract extraction template, which template details does the consultant need to fill in to allow the selection of an existing context definition?

- A. Attribute Definition and Context Mapping
- B. Record Type and Field Mapping
- C. Attribute Definition and Field Mapping

Answer: A

Explanation:
Explanation (150-250 words)
Contracts AI in Salesforce Revenue Cloud leverages AI-based document parsing to extract key data elements (clauses, values, terms) from uploaded contract files, such as PDFs. To configure this, an administrator creates a Contract Extraction Template, which determines how AI-extracted data maps into Salesforce fields.
In order to associate the template with an existing context definition (so extracted data aligns with the correct objects and relationships), the consultant must define both:
* Attribute Definitions - specify the data elements to extract (e.g., Start Date, Term, Renewal Clause).
* Context Mapping - links the extracted attributes to the appropriate fields and nodes within the selected context definition.
Without Attribute and Context mapping, Contracts AI cannot correctly populate contextual Salesforce data structures.
Exact Extract from Salesforce Contracts AI Implementation Guide:
"To use an existing context definition with a contract extraction template, specify attribute definitions and context mappings that associate extracted data with the context nodes." References:
Salesforce Contracts AI Implementation Guide - Contract Extraction Templates and Context Definitions Salesforce Revenue Cloud Platform Concepts - Context Service and Context Mapping Salesforce Solution Architect Handbook - AI-Assisted Contract Extraction Design

NEW QUESTION # 72
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