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We can conclude this post with the fact that to clear the Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) certification exam, you need to be prepared before, study well, and practice. You cannot rely on your luck to score well in the Rev-Con-201 exam. You have to prepare with PDFTorrent real Salesforce Rev-Con-201 Exam Questions to clear the Rev-Con-201 test in one go. You will also receive up to 365 days of free updates and Rev-Con-201 dumps pdf demos. Purchase the Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) practice tests today and get these amazing offers.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q27-Q32):

NEW QUESTION # 27
A sales rep creates a quote with a subscription product called 'Training' with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The 'Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.
How many records will be present for Training for each Asset Action and Asset State Period?

- A. One Asset Actions and two Asset State Periods
- B. Two Asset Actions and two Asset State Periods
- C. Two Asset Actions and one Asset State Periods

Answer: B

Explanation:
Explanation (150-250 words)
In Salesforce Subscription Management and CPQ, Asset Actions and Asset State Periods track changes in asset quantity, pricing, and lifecycle states over time.
When the initial order for "Training" is activated, Salesforce creates:
* One Asset Action for the creation (initial assetization).
* One Asset State Period representing the active subscription for 50 seats.
When the same asset is amended later that day to add eight more seats (quantity change), Salesforce generates:
* A second Asset Action to record the amendment event (quantity increased by 8).
* A second Asset State Period to represent the new asset state (58 seats active).
Each amendment creates a new Asset Action and corresponding State Period because Salesforce tracks historical lifecycle events for traceability, revenue recognition, and audit integrity.
The original state remains closed as of the amendment date, and a new one begins immediately.
Exact Extract from Salesforce Subscription Management Guide:
"Each amendment or change event generates a new Asset Action and corresponding Asset State Period to represent the new effective asset configuration." References:
Salesforce Subscription Management Implementation Guide - Asset Actions and State Periods Salesforce CPQ-Billing Integration Guide - Assetization Process Salesforce Revenue Cloud Data Model - Asset Lifecycle Tracking

NEW QUESTION # 28
The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.
What is the correct understanding of how BSGs and BSs work in this scenario?

- A. BSs are manually created, while BSGs are optional.
- B. A BSG groups related BSs under a single order product, even across amendments.
- C. A BSG is used only for reporting; BSs are unrelated to order activity.

Answer: B

Explanation:
Explanation (150-250 words)
In Salesforce Billing, when an order product is activated, the system automatically creates a Billing Schedule Group (BSG) to manage all associated Billing Schedules (BSs). The BSG acts as the controlling record that connects multiple BSs generated for the same order product-whether from the initial order or from subsequent amendments.
When an amendment increases product quantity, Salesforce Billing does not create a new BSG; instead, it adds new BSs under the existing BSG. This design ensures that all billing activities for that product line- original or amended-are tracked within one consistent

group.
Each Billing Schedule (BS) defines when and how much to bill, while the BSG provides a unified structure for reporting, synchronization, and downstream billing actions (e.g., invoicing, revenue recognition).
Thus, the persistence of the same BSG across amendments reflects correct and expected system behavior- ensuring billing continuity, preventing duplicate invoicing, and maintaining a single view of all schedules related to one order product.
Exact Extracts from Salesforce Revenue Cloud (Billing Implementation Guide):
* "A Billing Schedule Group (BSG) acts as a container for all Billing Schedules associated with the same order product. When amendments occur, Salesforce Billing generates new Billing Schedules under the existing Billing Schedule Group."
* "Billing Schedules define the timing and amounts to bill, while Billing Schedule Groups maintain continuity across amendments and changes." References (document/source names only; no URLs):
* Salesforce Billing Implementation Guide - Billing Schedules and Billing Schedule Groups
* Salesforce Billing Implementation Guide - Amendments and Schedule Regeneration
* Salesforce Revenue Cloud Data Model - Order Product to Billing Schedule Relationships

NEW QUESTION # 29
A company using Revenue Cloud experiences frequent change requests after the customer accepts the quote and the order is activated. Order managers want the ability to change orders after activation but before fulfillment.
Which out-of-the-box permission set should be assigned to Order Managers to support in-flight order changes?

- A. Place Change Order
- B. Place Superseded Order
- C. Place Supplemental Order

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Salesforce Revenue Cloud introduces Change Orders as the standard mechanism for modifying activated orders.
From the Order Management section of Revenue Cloud documentation:
* "Assign the Place Change Order permission set to users who manage in-flight order changes."
* "Change Orders allow quantity increases or decreases after an order is activated." Superseded orders and supplemental orders serve different purposes and do not support general in-flight changes.
References:Revenue Lifecycle Management / Order Management Guide - Change Orders; Permission Set Definitions.

NEW QUESTION # 30
A sales rep notices that while creating a quote, the Browse Products button isn't visible on the Quote Page Layout.
What is the cause of the problem?

- A. The Revenue Cloud Consultant did not assign the Product Configurator permission set to the sales rep.
- B. The Revenue Cloud Consultant did not assign the Product Discovery User permissions to the sales rep.
- C. The Revenue Cloud Consultant did not assign the Product Configuration Rules Designer permission set to the sales rep.

Answer: B

Explanation:
The Browse Products functionality is part of the Product Discovery experience in Salesforce Revenue Cloud. For a user to access and utilize this interface during quote creation, they must be assigned the Product Discovery User permission set. This permission set includes the necessary access to Product Discovery components, UI elements, and underlying Apex classes that support the Browse Products button on the quote page.
According to the Salesforce Revenue Cloud Product Discovery documentation, failure to assign this permission set will result in the Browse Products button being hidden or inaccessible, even if the rest of the CPQ package is functional.
Option A refers to the Product Configurator, which enables configuration of bundles and rules, but doesn't control the Browse Products experience.
Option B is related to users who design product configuration rules - not end users like sales reps.
Exact Extracts from Salesforce Revenue Cloud Documents:
* CPQ Implementation Guide - "Enabling Product Discovery":"Users must be assigned the Product Discovery User permission set to access the Browse Products button and use the Product Discovery experience on the quote page."
* Admin Guide - "Setting up Product Discovery for Sales Users":"Add the Product Discovery permission set to ensure visibility of Browse Products and category-based browsing." References:

Salesforce CPQ Implementation Guide
Revenue Cloud Product Discovery Setup Guide
Salesforce Revenue Cloud Admin Permissions Reference

NEW QUESTION # 31
A Revenue Cloud Consultant is creating a persona-based permission set group to allow users to create and update records and to test bundle configurations in Product Catalog Management and Browse Catalog.
Which set of permissions is required for this persona?

- A. Product Catalog Management Designer, Advanced Configurator Designer, Product Discovery User
- B. Product Catalog Management Designer, Product Configuration Rules Designer, Product Configurator
- C. Product Catalog Management Designer, Product Discovery User, Product Configurator

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
The persona described needs to:
* Design/manage products in Product Catalog Management # Product Catalog Management Designer.
* Use Browse Catalog / Product Discovery # Product Discovery User.
* Test bundle configurations in the configurator # Product Configurator.
Option B includes exactly these three. Option A misses Product Discovery User; Option C adds Advanced Configurator Designer (not required for simple runtime testing).
References:
Revenue Lifecycle Management Implementation Guide - Permission Sets for Product Catalog, Product Discovery, and Configurator

NEW QUESTION # 32
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