高效Rev-Con-201考古題分享和資格考試中的領先供應平臺和免費PDF Salesforce Salesforce Certified Revenue Cloud Consultant

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KaoGuTi為考生提供真正有效的考試學習資料，充分利用我們的Salesforce Rev-Con-201題庫問題和答案，可以節約您的時間和金錢。考生需要深入了解學習我們的Rev-Con-201考古題，為獲得認證奠定堅實的基礎，您會發現這是真實有效的，全球的IT人員都在使用我們的Rev-Con-201題庫資料。快來購買Rev-Con-201考古題吧！如果您想要真正的考試模擬，那就選擇我們的Rev-Con-201題庫在線測試引擎版本，支持多個設備安裝，還支持離線使用。

KaoGuTi感到最自豪的是能幫助考生通過很難的Salesforce Rev-Con-201考試，我們過去五年的成功率極高，可以讓您在職業生涯里有更好的發展前景。Rev-Con-201是IT專業人士的首選學習資料，特別是那些想自己在工作中有所提供的人。我們的所有產品還不定期推出折扣優惠活動，給考生提供最有效的Salesforce Rev-Con-201考試學習資料。還提供完善的售后服務給顧客，購買Rev-Con-201考古題的顧客可以享受一年的免費更新。

>> Rev-Con-201考古題分享 <<

最新Rev-Con-201考證 & Rev-Con-201最新題庫資源

大多數人在選擇Salesforce的Rev-Con-201的考試，由於它的普及，你完全可以使用KaoGuTi Salesforce的Rev-Con-201考試的試題及答案來檢驗，可以通過考試，還會給你帶來極大的方便和舒適，這個被實踐檢驗過無數次的網站在互聯網上提供了考試題及答案，眾所周知，我們KaoGuTi是提供 Salesforce的Rev-Con-201考試試題及答案的專業網站。

Salesforce Rev-Con-201 考試大綱：

主題	簡介
主題 1	• 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.
主題 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.

主題 3	• 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.
主題 4	• 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.
主題 5	• 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.

最新的 Revenue Cloud Consultant Rev-Con-201 免費考試真題 (Q98-Q103):

問題 #98
A consultant is tasked to create an advanced decision table that will provide a discount % as output based on the following scenario. The discount is eligible for Partner accounts where they have products ordered in quantities greater than 100, or if customers order an accessory in quantities greater than 100.
Conditions:
* Account Source = Partner
* Ordered Quantity > 100
* Product Category = Accessory
While defining the conditions during the creation of a decision table, how should the consultant configure the table to satisfy the conditions above?

- A. Condition Type = All conditions are met (AND) & Custom Logic = 1 AND 2 AND 3
- B. Condition Type = Custom Logic & Custom Logic = (1 OR 2) AND (2 AND 3)
- C. Condition Type = Custom Logic & Custom Logic = (1 AND 2) OR (2 AND 3)

答案：C

解題說明：
Explanation (150-250 words)
The scenario describes two possible discount triggers:
* Condition 1: Partner accounts with orders above 100 units # (1 AND 2)
* Condition 2: Customers ordering accessories above 100 units # (2 AND 3) To model this in a decision table, the consultant should choose Condition Type = Custom Logic and define the logical expression as (1 AND 2) OR (2 AND 3). This expression ensures the decision table returns a discount whenever either condition group is met.
Option A incorrectly mixes unrelated logical paths and would not isolate the two valid scenarios. Option C would require all three conditions to be true simultaneously, which contradicts the "or" requirement.
Exact Extract from Salesforce Pricing and Decision Framework Guide:
"When multiple conditional paths can trigger an output, use Custom Logic and define a Boolean expression such as (1 AND 2) OR (2 AND 3). The decision table evaluates true if any path meets the condition." References:
Salesforce Revenue Cloud Pricing Implementation Guide - Decision Table Conditions and Custom Logic Salesforce CPQ Advanced Rules Framework - Custom Logic Syntax Salesforce Pricing Engine Developer Guide - Conditional Evaluation Behavior

問題 #99
A new product administrator has been tasked with managing the product catalog for their company. They can view product records in the catalog but can't make any edits.
What should a consultant do to fix this issue?

- A. Assign the Product Catalog Management Designer permission set license to the administrator.
- B. Add the administrator to the Product Management Queue.

- C. Grant the Modify All Data permission on the Product object for the administrator.

答案：A

解題說明：
In Salesforce Revenue Cloud, the ability to manage product records within the product catalog is governed by specific permission sets and licenses. If a user can view but not edit product records, they likely lack the proper Permission Set License (PSL) required to perform product catalog modifications.
The correct solution is to assign the Product Catalog Management Designer permission set license, which enables users to:
* Create and update product records
* Manage attributes, configurations, and pricing
* Work with product relationships and dependencies
According to the Salesforce CPQ Implementation Guide, this permission set is essential for users responsible for catalog operations.
Option A (Product Management Queue) is unrelated to user permissions.
Option B (Modify All Data) is overly permissive and not best practice for security and data integrity; it grants unrestricted access to all objects, which is not necessary.
Exact Extracts from Salesforce Revenue Cloud Documents:
* CPQ Implementation Guide - "User Permissions for Product Management":"Assign the Product Catalog Management Designer permission set license to users responsible for managing product and pricing records. This license includes edit access for key product catalog components."
* Revenue Cloud Admin Guide - "Setting Up Product Catalog Roles":"Use the appropriate PSL to ensure least privilege while granting catalog modification capabilities." References:
Salesforce CPQ Implementation Guide
Salesforce Revenue Cloud Admin Guide
Salesforce Permission Set License Reference Documentation

問題 #100
A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.
Which option should the administrator use to accomplish this?

- A. type House {
  relation rooms : Room[0..5];
  require(rooms.size > 3, House[MediaRoom=true, color = "Blue"})
  };
- B. type House {
  relation rooms : Room[4,5];
  require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})
  };
- C. type House {
  relation rooms : Room[0..5];
  require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})
  };

答案：C

解題說明：
Exact Extracts from Salesforce CPQ (Advanced Configurator and CML Guide):
* "CML allows you to define typed relationships and constraints within bundles or configurable products."
* "The relation syntax defines cardinality using [min..max] where 0..5 means minimum zero and maximum five related components."
* "The require() statement conditionally enforces the inclusion of components based on logical conditions. The syntax require(condition, target{attribute=value}) is used to mandate configuration rules." Step-by-Step Reasoning:
* Requirement Analysis:
* The "House" can have up to five rooms (0..5).
* If more than three rooms exist, include MediaRoom with color = "Blue."
* CML Construction:
* Define relation rooms : Room[0..5] to allow zero to five rooms.
* Apply require() to enforce conditional inclusion based on count logic.
* Why B is Correct:It follows correct CML syntax and semantics:

* Proper cardinality expression [0..5].
* Correct conditional requirement referencing rooms[MediaRoom]{color="Blue"}.
* Why Others Are Incorrect:
* A: Cardinality [4,5] enforces a minimum of 4 rooms always-violates the "up to five" requirement.
* C: Misuses the House reference inside require(), which should target the related entity (rooms).
References :
* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax and Semantics
* Salesforce CPQ Implementation Guide - Advanced Product Configuration and Conditional Rules

問題 #101
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 Configuration Rules Designer permission set to the sales rep.
- B. The Revenue Cloud Consultant did not assign the Product Configurator permission set to the sales rep.
- C. The Revenue Cloud Consultant did not assign the Product Discovery User permissions to the sales rep.

答案：C

解題說明：
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

問題 #102
Universal Containers (UC) sells its products and services to other businesses, and provides an automatic discount to businesses that buy in bulk. UC is now expanding its selling channels and plans to sell directly to end users. A key requirement is to ensure that bulk discounts are only applicable to businesses and not individual buyers.
How should the Revenue Cloud Consultant solve this requirement?

- A. By using Sales Transaction Type and Volume-Based Pricing
- B. By using Quote Transaction Type and Volume-Based Pricing
- C. By using Order Transaction Type and Volume-Based Pricing

答案：A

解題說明：
* "Transaction Types define how Revenue Cloud interprets pricing, eligibility, and discount logic for a specific transaction (Sales, Amendment, Renewal, Cancellation, etc.)."
* "Volume-Based Pricing applies tiered or bulk discounts based on quantities but can be conditioned by Transaction Type."
* "For initial sales, use the Sales Transaction Type. For renewals or amendments, different types apply." Step-by-Step Reasoning:
* Requirement: Apply bulk discounts only for business-to-business (B2B) sales (initial purchases).
* Solution:
* Configure Volume-Based Pricing rules.
* Condition them on Sales Transaction Type (so they apply only during initial sales).

* Why B is Correct:
* Sales Transaction Type accurately represents new B2B purchases.
* Enables separation of pricing logic by channel or buyer type.
* Why Others Are Incorrect:
* A: Quote Transaction Type is metadata used in CPQ quoting but not for pricing control logic.
* C: Order Transaction Type applies post-sale; discounts must be calculated pre-order in pricing.
References :
* Salesforce CPQ Implementation Guide - Volume-Based Pricing and Transaction Type Logic
* Salesforce Subscription Management Implementation Guide - Sales and Renewal Transaction Configuration
* Salesforce Billing Implementation Guide - Pricing Control via Transaction Type

問題 #103
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