

Rev-Con-201 인기시험덤프 시험패스하여 자격증 취득하기



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Salesforce Rev-Con-201 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none"> 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.

주제 2	<ul style="list-style-type: none"> • 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.
주제 3	<ul style="list-style-type: none"> • 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.

>> Rev-Con-201인기시험덤프 <<

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최신 Revenue Cloud Consultant Rev-Con-201 무료샘플문제 (Q33-Q38):

질문 # 33

A consultant is preparing to enable multicurrency in an org that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure. What should the consultant do to resolve this?

- A. Enable multicurrency in the org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.
- **B. Deactivate the pricing procedure and the associated decision table, then enable multicurrency and add the Currency field to the decision table before reactivating them.**
- C. Clone the pricing procedure and create a new decision table with the Currency field. Link the new table to the cloned procedure and swap it into setup.

정답: B

설명:

Comprehensive and Detailed Explanation From Exact Extract:

For Revenue Cloud's Salesforce Pricing:

* The Currency field becomes available for use in decision tables and pricing procedures only after multicurrency is enabled.

* If a decision table and pricing procedure are already active, you must deactivate them, update the table to include Currency, and then reactivate.

Simply waiting (C) will not retroactively expose Currency in existing decision tables. Cloning (A) is unnecessary and more complex than required.

References:

Salesforce Pricing / Revenue Lifecycle Management Implementation Guide - Multicurrency Enablement and Pricing Procedures
Decision Table Configuration Steps for Currency-based Pricing

질문 # 34

Universal Containers (UC) sells multiple smartphone models within its Apex series. It currently creates individual decomposition rules in Dynamic Revenue Orchestrator (DRO) for each model. UC wants a single standardized decomposition rule across all similar Apex series phones.

Which strategic Product Catalog Management approach should UC use to enable a single decomposition rule for similar products?

- A. Product Catalog
- B. Product Attributes
- **C. Product Classification**

정답: C

설명:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Product Catalog Management encourages grouping similar products using Product Classification:

- * Products sharing the same classification can share common behaviors, such as pricing rules or orchestration/decomposition rules.
- * DRO rules can be built to apply at the Product Classification level, reducing duplication.

Product Attributes (A) add detail but do not by themselves create a grouping level for rules. "Product Catalog" (B) is the broader concept; the specific mechanism for grouping is Product Classification.

References:

Product Catalog Management Guide - Product Classification and Rule Reuse Dynamic Revenue Orchestrator Documentation - Using Product Classification in Decomposition Rules

질문 # 35

A company is implementing Revenue Cloud. The company uses complex and varying tax calculations, so some of its existing products have tax calculated in a custom application. A business decision was made to keep using the custom application for the existing products and use Revenue Cloud for any new product introductions.

How should the company generate and post invoices, including the taxes for the existing products?

- **A. Integrate the custom app with the Billing TaxEngineAdapter Apex interface.**
- B. Integrate AppExchange apps of partners with the Billing TaxEngineAdapter Apex interface.
- C. Import External Tax Lines into Billing from the custom application via CSV.

정답: A

설명:

Explanation (150-250 words)

In Salesforce Billing, tax computation can be handled internally using the Salesforce Tax Engine or externally via integration through the Billing TaxEngineAdapter Apex interface.

When a company uses a custom tax application and wants Salesforce Billing to respect its calculated taxes, the correct and scalable approach is to integrate the custom app directly with this interface.

The TaxEngineAdapter allows Salesforce Billing to call an external system during invoice generation to retrieve tax amounts and details, which are then automatically included in the Invoice Line Tax records. This ensures taxes are calculated, stored, and posted correctly for both existing and new products without manual CSV imports.

Exact Extract from Salesforce Billing Implementation Guide:

"Use the TaxEngineAdapter Apex interface to integrate external tax calculation engines with Salesforce Billing. The adapter is invoked automatically during invoice generation to compute and apply taxes." es:

Salesforce Billing Implementation Guide - Tax Engine Integration and TaxEngineAdapter Interface
Salesforce Revenue Cloud Developer Guide - External Tax Service Integration
Salesforce Billing Data Model - Invoice and Tax Line Relationships

질문 # 36

A company creates large quotes with hundreds of line items. These line items must be generated in a specific format for internal processing and presentation to the customer.

What should the sales reps use to generate these line items in the required format?

- **A. Document Builder**
- B. Custom Report
- C. OmniStudio Document Generation

정답: A

설명:

Salesforce CPQ provides a powerful built-in tool called Document Builder for generating documents from quotes, particularly when dealing with a large volume of quote line items. Document Builder allows sales reps to design templates that reflect branding and formatting requirements, while also ensuring data consistency pulled directly from the quote and quote line item records.

According to the Salesforce CPQ Implementation Guide, Document Builder supports features such as:

- * Pagination for large quote tables.
- * Grouping and sorting of line items.
- * Conditional logic to display specific sections.

* Merging quote-level and line-level fields dynamically.

This makes Document Builder the optimal and scalable solution for companies managing large quotes with hundreds of line items, as it is natively integrated with Salesforce CPQ and tailored for high-volume quoting use cases.

While OmniStudio Document Generation can be used across various Salesforce industries, it is typically more applicable in Salesforce Industries (Vlocity) implementations and not the default or recommended approach for standard Revenue Cloud customers. A Custom Report would not provide the flexible formatting, pagination, and quote-specific templating capabilities needed for such structured document output.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Salesforce CPQ Implementation Guide - "Quote Document Templates" Section: "Document templates allow for the display of quote and quote line item data using merge fields and conditional formatting.

Templates can be customized to handle large volumes of quote lines with repeating sections, grouping, and multi-page support."

* Salesforce CPQ and Billing Developer Guide - "Generate Document API" Section: "The Quote Document generation process supports dynamic data merging and formatting for internal and customer-facing documents." References:

Salesforce CPQ Implementation Guide

Salesforce Billing Implementation Guide

Salesforce Revenue Cloud Product Documentation (Fall 2023 Release Notes) Salesforce CPQ and Billing Developer Guide

질문 # 37

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox.

What is the correct sequence of activities required for this deployment?

- A. Deploy the decision table into the staging sandbox. Map the decision table in the default pricing recipe. Import the data for the decision table, then refresh the decision table.
- **B. Deploy the custom object and decision table into the staging sandbox. Map the decision table in the default pricing recipe. Refresh the decision table or sync Pricing.**
- C. Deploy the custom object and decision table into the staging sandbox. Map the decision table in the default pricing recipe. Import the data for the custom object, then sync Pricing.

정답: B

설명:

Explanation (150-250 words)

A Decision Table in Salesforce CPQ and Revenue Cloud Pricing is used to evaluate business rules and return outputs such as discounts, rates, or pricing logic. When deploying to a sandbox, both the Decision Table definition and any related custom objects that store rule inputs/outputs must first exist in the target environment.

The correct deployment sequence is:

* Deploy the custom object and decision table metadata to the staging sandbox (ensuring structural consistency).

* Map the decision table into the default pricing recipe, allowing it to integrate with the pricing engine for evaluations.

* Refresh or sync Pricing, which updates the pricing engine and ensures all decision table logic and data are active and aligned with the current recipe configuration.

Importing data is optional if the data already exists in the source metadata; however, syncing pricing ensures that the engine recognizes the new logic.

Exact Extract from Salesforce Pricing and Decision Framework Guide:

"After deploying a Decision Table and its supporting custom objects, map it to the pricing recipe and refresh or sync pricing to activate the latest logic within the pricing engine." References:

Salesforce Revenue Cloud Pricing Implementation Guide - Decision Table Deployment Steps Salesforce CPQ Advanced Rules Framework - Decision Table and Recipe Mapping Salesforce Revenue Cloud Deployment Best Practices - Pricing Engine Synchronization

질문 # 38

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