

試験の準備方法-認定するRev-Con-201資格認定試験試験-完璧なRev-Con-201試験準備



図 1a 引張試験前までの現行方法（青色）と本試験方法（赤色）の概要

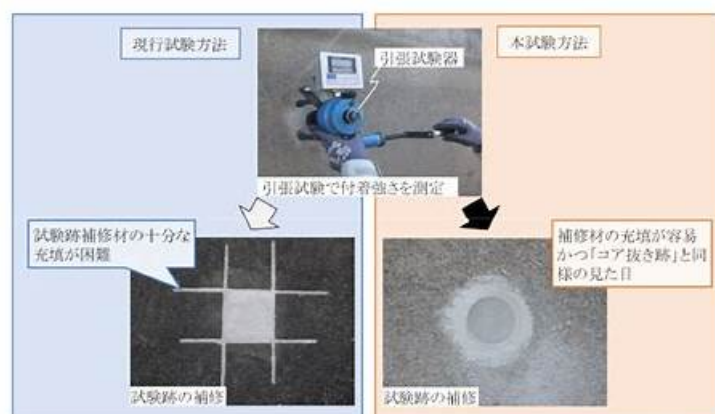
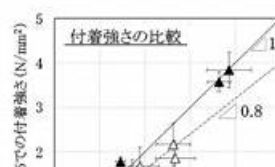


図 1b 引張試験以降での現行方法（青色）と本試験方法（赤色）の概要



付着強さは材料や材齢の違いによって異なる。左図は同材料・同材齢での比較の結果である。

規格品のコアドリルのうち□40mm (1,600mm²)に最も寸法に近い呼び径50mmのコアドリル内径に合わせたφ43mmのジグの場合、現行の□40mmに

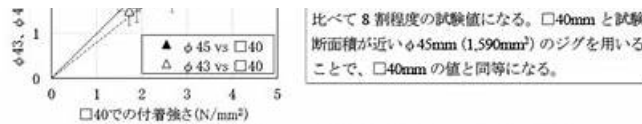


図2 現行方法（横軸）と本試験方法（縦軸）との付着強さの比較

（川邊翔平、金森拓也、森充広、中嶋勇）

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>> Rev-Con-201資格認定試験 <<

Rev-Con-201試験準備 & Rev-Con-201無料問題

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Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q74-Q79):

質問 # 74

A consultant is setting up a new product in the product catalog. They already created a Product Classification and a set of Product Attributes, but the attributes are not appearing when viewing the product in the workspace. What is the cause of this error?

- A. The consultant forgot to publish the product in the product catalog.
- **B. The consultant did not assign the attributes to the Product Classification.**
- C. The consultant did not activate the attribute group in the Product Workspace.

正解: B

解説:

Comprehensive and Detailed Explanation From Exact Extract:

In Product Catalog Management:

* Product Attributes are associated to Product Classifications (or attribute groups tied to them).

* When a product is linked to a classification, only attributes assigned to that classification appear in the workspace.

If attributes are defined but not assigned to the Product Classification, they won't show up on products using that classification.

Publishing (B) affects availability, not attribute visibility. Attribute group activation (A) is not the core requirement if the attribute-classification link is missing.

References:

Product Catalog Management Implementation Guide - Linking Attributes to Product Classifications

質問 # 75

A cloud storage company offers a subscription service where customers pay a base platform fee plus usage- based charges. For an Enterprise tier, pricing varies by storage, data transfer, and API calls, with tiered pricing where rates decrease at higher volumes.

The company needs an automated way to manage the entire lifecycle of consumption-based products.
How should a solution architect use Revenue Cloud to meet this requirement?

- A. Use Usage Management to automatically ingest, aggregate, and rate consumption data against the products and pricing schedules defined in the Salesforce Product Catalog.
- B. Use Digital Wallet Management Consumption to sell usage products and track drawdowns.
- C. Build a custom solution with Apex and custom objects to store usage data and batch calculate charges.

正解: A

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud provides Usage Management, which fully supports usage-based pricing, rating, and invoicing.

From the Subscription Management and Billing Implementation Guides:

* "Usage Management allows ingestion of raw usage records."

* "Usage data is aggregated, rated, and billed based on the product's rate plan."

* "Tiered pricing is supported natively through usage rate tiers."

Option B refers to Digital Wallet, which is for prepaid drawdowns-not rating usage or supporting tiered charges.

Option A is unnecessary because Salesforce provides end-to-end usage aggregation, rating, and billing out of the box.

References: Salesforce Billing Implementation Guide - Usage Management; Tiered Usage Pricing; Rating Engine.

質問 # 76

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

- A. Quote, Quote Line, Order, Order Product
- B. Asset, Subscription, Subscribed Asset, Order
- C. Asset, Asset Action, Asset State Period, Asset Action Source

正解: C

解説:

For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.

The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships. The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.

Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.

Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.

Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking. The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements.

References: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

質問 # 77

A product designer created a new simple product and ensured that the product is active, has a product selling model, has a price book entry, and has a category. Few other settings are enabled in the organization's setup:

Advanced Configuration Rules and Constraints, Use Indexed Data for Product Listing and Search, Guided Product Selection, and Ramp Deals.

The new product is not appearing in Browse Catalog.

Which step did the product designer miss?

- **A. Rebuild Index.**
- B. Rebuild Constraint Model.
- C. Rebuild Ramp Segment.

正解: A

解説:

Exact Extracts from Salesforce CPQ & Subscription Management Documentation:

* "When using Indexed Data for Product Listing and Search, Salesforce Revenue Cloud maintains an index of active products used in Browse Catalog."

* "After creating or modifying products, administrators must run Rebuild Index to include new or updated products in catalog search results."

* "Constraint Models and Ramp Segments are independent configurations and do not control catalog visibility." Step-by-Step Reasoning:

* Symptom: New product not visible in catalog search despite being active and correctly configured.

* Cause: Index not rebuilt - product not yet included in catalog index table.

* Solution: Run Rebuild Index from Product Discovery or Catalog Management settings.

* Why C is Correct: Required for systems using Indexed Data for catalog browsing.

* Why Others Are Incorrect:

* A: Constraint Models affect configuration, not catalog visibility.

* B: Ramp Segments relate to multi-period pricing, not catalog indexing.

References :

* Salesforce CPQ Implementation Guide - Product Discovery and Indexed Data Search

* Salesforce Subscription Management Implementation Guide - Catalog Indexing and Product Visibility Maintenance

質問 # 78

A customer sells 10,000 different products in 38 countries. They plan to launch a new product which will be sold globally, as well. However, due to security restrictions, the new product cannot be sold in two specific countries.

What should the product designer do to accommodate this restriction by creating a minimal number of records for the rules?

- **A. Control availability with a disqualification rule.**
- B. Control availability with a recommendation rule.
- C. Control availability with a qualification rule.

正解: A

解説:

When controlling product availability across regions or conditions, Salesforce Revenue Cloud offers several rule types, including qualification, disqualification, and recommendation rules. In this case, the product will be available globally except for two countries - so the most efficient approach is to exclude those specific countries using a disqualification rule.

A disqualification rule removes a product from visibility during the selection or discovery process based on specific criteria - such as geography, user role, or quote context. This method allows you to manage exceptions rather than defining complex inclusion logic, thus reducing the total number of rules and maintenance overhead.

* Qualification rules are ideal when you need to explicitly include products under specific conditions (e.g., product visible only in certain contexts).

* Recommendation rules are not intended for access control but for suggesting complementary products.

Since only two countries need to be restricted, the disqualification rule provides the most scalable and minimal rule configuration.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Catalog Management Guide - "Product Availability Rules": "Disqualification rules allow you to restrict product visibility based on context definitions, such as geography or market segment. They are most effective when access is generally open but limited in a few specific cases."

* CPQ Implementation Guide - "Managing Catalog Visibility": "Use disqualification rules to remove products from visibility under certain conditions, rather than building complex qualification logic." References:

Product Catalog Management Guide

Salesforce CPQ Implementation Guide

Revenue Cloud Rules Configuration Reference

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Rev-Con-201試驗準備: https://www.jpexam.com/Rev-Con-201_exam.html

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