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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.

Topic 3	• 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 4	• 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 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.
Topic 6	• 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q103-Q108):

NEW QUESTION # 103
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 Constraint Model.
- B. Rebuild Ramp Segment.
- C. Rebuild Index.

Answer: C

Explanation:
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

NEW QUESTION # 104

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

Answer: A

Explanation:
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

NEW QUESTION # 105

A customer wants to define default entitlement for data storage that they want to sell.
What should they use to accomplish this?

- A. Rate Card Entries
- B. Product Usage Grant
- C. Product Usage Resource

Answer: B

Explanation:
In Salesforce Revenue Cloud, when a customer wants to define a default entitlement for a usage-based service (such as data storage), they should use a Product Usage Grant. This object is used to define:
* The default quantity or amount a customer is entitled to
* The type of usage (e.g., data, API calls, minutes)
* Any limits or allowances that are bundled with a subscription or product Product Usage Grants are tied to the commercial product and are part of the entitlement management model in Salesforce Subscription Management. They enable entitlement tracking and enforcement of usage limits.
* Product Usage Resource defines the type of resource being measured (e.g., "Data Storage").
* Rate Card Entries are used to define pricing for overage or tiered usage, not entitlements.
Therefore, to specify the default amount included with a product, the correct object is Product Usage Grant.
Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Usage-Based Entitlements":"Use Product Usage Grants to define the included entitlements (e.g., 5GB of storage) that a customer receives with their subscription."
* Revenue Cloud Product Setup - "Usage Grant vs. Usage Resource":"Product Usage Resource defines what is measured. Product Usage Grant defines how much is granted." References:
Salesforce Subscription Management Implementation Guide
Revenue Cloud Usage-Based Product Configuration Guide
Salesforce CPQ and Billing Object Reference

NEW QUESTION # 106

A company sells a wide range of products across multiple business units. Each product must support different selling models, such as one-time, term-based, and evergreen. The company wants to bundle these products in configurable ways without duplicating product records. Additionally, product attributes should be reusable across offerings, and product teams need to maintain the catalog with minimal manual effort.
Given these requirements, how should a consultant design the product catalog in Revenue Cloud?

* A. Create separate product records for each business unit and selling model combination to handle variations independently.
* B. Use static bundles with hard-coded attributes for each selling model to simplify configuration.
* C. Use product classifications for attribute reuse and apply selling models at the product level to support flexibility.

Answer: C

Explanation:
* "Product Classifications allow you to define and manage attributes that are reusable across multiple products, ensuring catalog consistency and reducing maintenance."
* "Selling Models define how a product is sold-one-time, term-based, or evergreen-and can be applied to a product without duplicating the record."
* "A flexible catalog design leverages reusable metadata like Product Classifications, Selling Models, and Attribute Sets rather than creating separate product records for each variation."
* "Dynamic or configurable bundles support product combinations across business units without static dependencies or hard-coded configurations." Step-by-Step Reasoning:
* Core Requirement: Minimize catalog duplication while supporting various selling models and reusable attributes.
* Key Design Factor: Use Product Classifications to standardize and reuse product attributes across offerings.
* Implementation Approach: Assign Selling Models at the product level (One-Time, Term, Evergreen) for flexible pricing and lifecycle management.
* Outcome: This setup enables consistent catalog governance, lower maintenance, and support for configurable bundles across multiple business units.
Incorrect Options:
* A: Creates redundant records and increases maintenance.
* C: Static bundles eliminate flexibility and reusability, conflicting with requirements.
References:
Salesforce Subscription Management Implementation Guide - Product Catalog and Classifications Salesforce CPQ Implementation Guide - Product Configuration and Selling Models Salesforce Billing Implementation Guide - Catalog Setup and Product Lifecycle Management

NEW QUESTION # 107

A company's IT team is planning to implement Revenue Cloud. Their team consists of business analysts and administrators. The company plans to solve a complex and major use case of omni-channel selling, allowing its customers to buy directly from its third-party website as well as via its sales reps. The company also plans to hire new staff to support this project. Which skill set does the IT team need to successfully implement this project?

* A. Expertise in Salesforce flows
* B. Expertise in Apex and Lightning Web Component development
* C. Expertise in Salesforce Integration, including REST APIs

Answer: C

Explanation:
For implementing omni-channel selling with Revenue Cloud where customers can purchase directly from a third-party website and through sales reps, expertise in Salesforce Integration with REST APIs is essential.

This integration skill enables the company to connect Revenue Cloud with external systems and third-party platforms.

Revenue Cloud is built on an API-first, modern architecture where every pricing, quoting, and revenue process is exposed via APIs. To enable direct purchases from a third-party ecommerce website while simultaneously processing sales rep transactions, the technical team must understand how to integrate external systems with Revenue Cloud through REST APIs. These APIs allow the website to communicate with Revenue Cloud, create quotes, submit orders, and manage the quote-to-cash process programmatically.

The omni-channel requirement specifically demands integration expertise because the company must synchronize data between its website platform and Revenue Cloud. APIs like Place Sales Transaction, Create Order, and Product Discovery APIs provide the technical foundation for this integration. Without strong integration skills including REST API knowledge, the company cannot effectively connect multiple sales channels to Revenue Cloud.

While Option B (Flows) are useful for automation within Salesforce and Option C (Apex/LWC) can enhance functionality, they are not the primary skill needed for external system integration. Flows are low-code/no- code tools suitable for internal process automation, and custom Apex/LWC are typically tertiary requirements. Integration expertise with REST APIs is the foundational skill that directly addresses the omni- channel architecture requirement.

References: Revenue Cloud API-First Architecture documentation, Revenue Cloud Developer Guide - Integration patterns, Place Sales Transaction API documentation, Revenue Cloud Omni-Channel Implementation

NEW QUESTION # 108

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