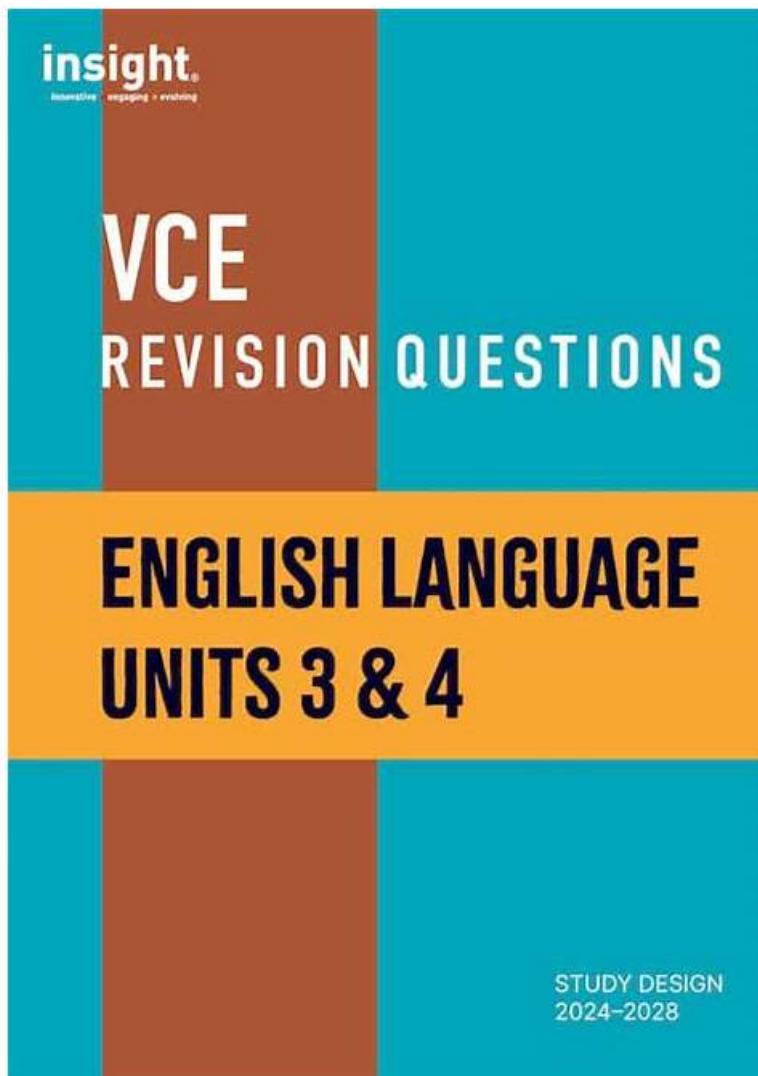


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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q68-Q73):

NEW QUESTION # 68

An order fulfillment orchestrator designer is setting the decomposition scope to Order Line Item at the product record level. The designer created the necessary decomposition rules in a Dynamic Revenue Orchestrator (DRO)-enabled sandbox. To test the changes, an order is created with line items that have the same product for which the decomposition rules exist. What will happen when the order is activated?

- A. For every order line item that decomposes, a single instance of the fulfillment order line item is created combining all order items.
- B. For every order line item that decomposes, multiple instances of the fulfillment order line item are created per order item.
- C. For every order line item that decomposes, one instance of the fulfillment order line item is created per order item.

Answer: C

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide (Dynamic Revenue Orchestration):

* "Decomposition scope determines how order data is split into fulfillment records."

* "When the decomposition scope is set to Order Line Item, the system creates one fulfillment order line item per decomposed order line."

* "If multiple order lines reference the same product, each is decomposed independently according to its line-level data."

* "Combining order lines into a single fulfillment record only occurs when decomposition scope is at the Order level." Step-by-Step Reasoning:

* Configuration: Decomposition scope = Order Line Item.

* Behavior: Each order line item triggers its own decomposition and fulfillment record.

* Result: One fulfillment line per order line (independent of product similarity).

* Why A is Correct: Matches the expected behavior of the Order Line Item decomposition scope.

* Why B and C are Incorrect:

* B: Multiple fulfillment records per order item contradicts "one per line" rule.

* C: Combines all items - behavior of "Order" scope, not "Order Line Item." References :

* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration:

Decomposition Rules and Scopes

* Salesforce Billing Implementation Guide - Fulfillment Line Item Creation Logic

NEW QUESTION # 69

A sales rep needs to renew multiple assets. Some assets will be renewed at the same prices, so negotiations are unnecessary and the rep can directly create a renewal order. Some assets need to be renewed at higher prices, so the rep needs to create a quote for negotiation. When the sales rep starts the renewal process, they are not able to choose whether to create a quote or an order. How should a Revenue Cloud Consultant address the sales rep's issue?

- A. Customize the Manage Asset component to allow renewal quote and order creation.
- B. Change the Revenue Cloud settings to allow renewal quote and order creation.
- C. Override the standard Salesforce flow to allow renewal quote and order creation.

Answer: B

Explanation:

Salesforce Revenue Cloud provides a flexible renewal strategy configuration within Subscription Management that allows users to choose between renewing via quote or directly via order. If the sales rep is not seeing the option to choose between these two paths, the most likely cause is that the system settings are configured to default to only one renewal path (e.g., only via order).

According to the Subscription Management Implementation Guide, admins can update Revenue Cloud Settings to enable both renewal quote and renewal order options in the Manage Asset interface. Once enabled, the sales rep can select which approach is most suitable depending on the business scenario- negotiation via quote or quick renewal via direct order.

Option A (customizing the component) and Option B (overriding flows) introduce unnecessary complexity.

The functionality is already supported natively through configuration.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Asset Renewal Configuration": "Admins can configure whether the renewal

process creates a renewal quote, a renewal order, or gives the user the option to choose. This is controlled via settings in Revenue Cloud Setup.*

* Revenue Cloud Admin Guide - "Manage Asset Settings": "To support both negotiation and direct renewals, enable dual-path renewal logic in the subscription management configuration settings." References:

Salesforce Subscription Management Implementation Guide

Revenue Cloud Admin Guide

Salesforce Revenue Lifecycle Setup Documentation

NEW QUESTION # 70

A product administrator has been asked to set up product visibility in the Browse Catalog phase based on a customer's region. Which Revenue Cloud specific capabilities should the product administrator use to satisfy this requirement?

- A. Create a custom decision table that stores product and region availability data.
- B. Create a separate price book per customer region and use it in quote or order.
- C. **Modify the out-of-the-box decision table for ProductQualification and Qualification Rule Procedures.**

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In Revenue Cloud Product Catalog Management, Browse Catalog product visibility is controlled using Qualification Rules and Product Qualification decision tables. The standard ("out-of-the-box") decision table and related qualification rule procedures are designed exactly for use cases like:

* Hiding or showing products based on contextual criteria such as region, industry, customer segment, etc.

* Evaluating product visibility during Product Discovery / Browse Catalog.

The documented approach is to configure ProductQualification and Qualification Rule Procedures so that they reference customer region (for example, via Account or Quote fields) and drive visibility accordingly. This leverages standard Revenue Cloud capabilities instead of creating custom frameworks.

Option A (custom decision table) is possible but not the recommended Revenue Cloud-specific capability when there is already an out-of-the-box decision table built for product qualification.

Option B (separate price books per region) controls pricing, not visibility, and quickly becomes hard to maintain.

References:

Salesforce Revenue Lifecycle Management Implementation Guide - Product Qualification, Qualification Rule Procedures, and catalog visibility Product Catalog Management Documentation - Using Qualification Rules with Browse Catalog

NEW QUESTION # 71

A business user wants to use advanced Revenue Cloud capabilities to gain a comprehensive view of the company's financial health, from initial quote to final cash collection. They need to track sales performance, forecast revenue, and monitor customer trends. Which Revenue Cloud reporting feature should the business user use?

- A. Pricing Operations Console
- B. **Revenue Management Intelligence**
- C. Revenue Lifecycle Management

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Management Intelligence (RMI) is Salesforce's analytics and insights layer for Revenue Cloud.

Documentation describes it as providing:

* End-to-end Quote-to-Cash analytics, including quoting, orders, billing, and payments.

* Dashboards for sales performance, revenue forecasts, and customer behavior.

* Pre-built and customizable KPIs across the revenue lifecycle.

Pricing Operations Console (A) focuses on pricing operations, not full Q2C analytics.

Revenue Lifecycle Management (C) is the product suite itself, not a reporting feature.

References:

Revenue Management Intelligence Guide - Overview and Use Cases

Revenue Cloud Product Documentation - Analytics for Quote-to-Cash

NEW QUESTION # 72

A Revenue Cloud Consultant is helping a customer service operations manager determine which product lines have the most order fallout. Which steps should the consultant follow to enable the relevant dashboards?

- A. Within Tableau Unified Analytics, create a recipe based on the FulfillmentFalloutRule object and design a dashboard with product line filter.
- B. Within Revenue Settings, enable Revenue Management Intelligence and Install the Dynamic Revenue Orchestrator Analytics App.
- **C. Within Revenue Management Intelligence Setup, complete Data Cloud Configurations and install the Dynamic Revenue Orchestrator Analytics App.**

Answer: C

Explanation:

To enable dashboards that identify product lines with the most order fallout, the consultant must follow the Revenue Management Intelligence setup process documented in Salesforce Help. The correct approach involves accessing Revenue Management Intelligence Setup (not general Revenue Settings), completing necessary Data Cloud Configurations, and installing the Dynamic Revenue Orchestrator Analytics App.

Revenue Management Intelligence provides a comprehensive suite of Tableau Einstein dashboards specifically designed to assess revenue strategies and achieve cost-effective results. The Dynamic Revenue Orchestrator Analytics App includes specialized dashboards for order fulfillment analysis, including order fallout metrics by product line. These dashboards leverage data collected during the order fulfillment orchestration process.

The setup process requires completing Data Cloud Configurations first. Data Cloud serves as the unified data platform that ingests data from Revenue Cloud transactions, order fulfillment activities, and decomposition events. The configuration ensures that fulfillment data, including fallout metrics, flows properly into the analytics layer. Once Data Cloud is configured, installing the Dynamic Revenue Orchestrator Analytics App provisions the pre-built dashboards that analyze fulfillment performance and identify fallout patterns.

Option A references Revenue Settings, which is used for general Revenue Cloud enablement but not specifically for analytics setup. Option C mentions Tableau Unified Analytics and FulfillmentFalloutRule object, but this approach requires custom development and is not the out-of-the-box solution. The documented out-of-the-box approach through Revenue Management Intelligence Setup with Data Cloud Configurations and the Dynamic Revenue Orchestrator Analytics App is the correct path for accessing pre-built fallout analysis dashboards.

References: Salesforce Help - Revenue Management Intelligence for Revenue Cloud, Set Up Revenue Management Intelligence documentation, Dynamic Revenue Orchestrator Analytics

NEW QUESTION # 73

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