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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • 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 2	<ul style="list-style-type: none"> • 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 3	<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.
Topic 4	<ul style="list-style-type: none"> • 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 5	<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.
Topic 6	<ul style="list-style-type: none"> • 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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q121-Q126):

NEW QUESTION # 121

A Revenue Cloud sales user is working with a customer who wants to use their own service order in a .docx file format. The customer needs to provide additional details for a contract to include their own custom terms. Which option in the versioning process supports this requirement?

- **A. Import Contract**
- B. Generate Contract from a Template
- C. Modify Contract in Microsoft 365 editor

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud CLM supports Import Contract to:

- * Take a customer-provided .docx document.
- * Bring it into the CLM system as a contract version.
- * Allow further negotiation and clause management.

"Generate from a Template" (B) creates documents based on Salesforce templates, not external files. "Modify in Microsoft 365 editor" (C) assumes the contract was already generated from CLM; it doesn't start from a customer's own document.

References:

CLM / Contract Authoring Documentation - Import Contract Functionality

NEW QUESTION # 122

An approval administrator has enabled Smart Approvals and configured it for finance approval by checking Use Smart Approval. The sales manager reports that the new functionality of Smart Approvals does not work. What is causing the issue?

- A. There are two conditions on the stage, but only one condition in the step.
- B. The condition in the stage is not same as the condition on the step.
- **C. The condition in the stage is the same as the condition on the step.**

Answer: C

Explanation:

Exact Extracts from Salesforce CPQ Implementation Guide (Approvals):

- * "Smart Approvals skips approvals that have already been approved in a prior submission if the same conditions are met."
- * "For Smart Approvals to function, the condition on the approval step must differ from the condition on the stage. If both conditions are identical, Smart Approval logic will not trigger."
- * "Duplicating conditions between stages and steps prevents Smart Approvals from evaluating state changes properly." Step-by-Step Reasoning:
- * Requirement: Ensure Smart Approvals reuses previous approvals intelligently.
- * Issue: Smart Approvals is not working because the system doesn't detect a conditional difference.
- * Why A is Correct:
- * Identical stage and step conditions cause the system to skip evaluation, effectively disabling Smart Approvals.
- * Why Others Are Incorrect:
- * B: Different conditions are required for Smart Approvals to function correctly (so this is not the issue-it's the solution).
- * C: The number of conditions is irrelevant; it's about condition parity.

References :

- * Salesforce CPQ Implementation Guide - Smart Approvals Behavior and Conditional Evaluation
- * Salesforce Revenue Cloud Study Guide - Approval Workflows and Smart Logic

NEW QUESTION # 123

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

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 # 124

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

Answer: C

Explanation:

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

NEW QUESTION # 125

What should business stakeholders and product owners do to ensure a successful discovery and design phase in a Revenue Cloud project?

- A. Review all available APIs on the Revenue Cloud Developer Guide.
- **B. Create a list of key challenges and success metrics for the project.**
- C. Review and map customer challenges to Revenue Cloud features.

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud project methodology emphasizes that early stages (discovery and design) must:

* Identify key business challenges clearly.

* Define measurable success metrics and outcomes (for example, quote cycle time reduction, billing accuracy, etc.).

While mapping challenges to features (B) is important, it comes after stakeholders align on what problems they are solving and how success will be measured. Reviewing APIs (A) is a technical task, not the primary responsibility of business stakeholders.

References:

Revenue Cloud Implementation Guide - Discovery & Design Best Practices

Salesforce Project Methodology - Success Metrics and Stakeholder Alignment

NEW QUESTION # 126

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