

# Rev-Con-201試験の準備方法 | 高品質なRev-Con-201実 際試験試験 | 信頼できるSalesforce Certified Revenue Cloud Consultant対応内容



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## Salesforce Rev-Con-201 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>構成、価格設定、見積：このセクションでは、CPQスペシャリストのスキルを評価し、製品コンフィギュレーターツールを用いた製品構成のカスタマイズに焦点を当てます。様々なビジネスケースへの価格設定手順の適用、製品属性の検証、正確な顧客見積の作成などが含まれます。また、Agentforceやその他の関連ツールを効果的に活用して顧客要件を満たす能力も評価されます。</li></ul>

トピック 2	<ul style="list-style-type: none"> <li>実装準備: この試験セクションでは、実装スペシャリストの能力を測定し、組織における Revenue Cloudの導入準備に焦点を当てます。ライセンス、権限セット、前提条件となる機能の切り替え、そしてクラウド間の関係者間の調整に関する計画を網羅します。また、作業範囲の定義、プロジェクト計画の策定、そして構成とテストから導入、そしてユーザーへの導入に至るまでの実装活動の指導も含まれます。</li> </ul>
トピック 3	<ul style="list-style-type: none"> <li>資産管理: このセクションでは、Salesforce Asset Managementの概念、機能、およびアプリケーションに焦点を当て、資産管理管理者のスキルを評価します。資産のライフサイクル全体にわたって資産を管理するためのすぐに使用できるソリューションを実装し、変更、更新、および更新が組織の要件に準拠していることを確認する能力を評価します。</li> </ul>
トピック 4	<ul style="list-style-type: none"> <li>カタログ管理: この試験セクションでは、製品カタログ管理者のスキルを評価し、カタログ管理の中核概念の理解と適用を網羅します。カタログの構築と維持に必要な適切なツールの選択、そして与えられたビジネスシナリオに基づいたカタログソリューションの実装を通して、正確な製品構成と可用性の確保が求められます。</li> </ul>
トピック 5	<ul style="list-style-type: none"> <li>請求書管理: このセクションでは、請求スペシャリストの能力を評価し、請求書管理の基本的な概念と機能を網羅します。組織の収益業務の一環として請求書の作成、処理、管理を行うシナリオに基づいて、すぐに使用できるソリューションの実装も含まれます。</li> </ul>

>> Rev-Con-201実際試験 <<

## Rev-Con-201対応内容、Rev-Con-201テスト模擬問題集

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## Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q132-Q137):

### 質問 # 132

A consultant wants to inherit all the standard components of the standard context SalesTransactionContext, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components. The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customizations that were made. What should the consultant do to achieve this?

- A. Clone SalesTransactionContext.
- **B. Extend SalesTransactionContext.**
- C. Upgrade SalesTransactionContext.

正解: B

解説:

Explanation (150-250 words)

In Salesforce Revenue Cloud, the Context Service provides reusable, versioned context definitions that define transactional data used in pricing, quoting, and billing operations. When a consultant wants to customize a standard context definition while retaining upgrade compatibility, the correct method is to extend the standard context (not clone it).

Extending a context (e.g., SalesTransactionContext) allows the new definition to inherit all standard nodes, attributes, and mappings from the base definition. The consultant can then safely add or override components without modifying the standard base. When Salesforce releases upgrades to the standard context, the extended context automatically inherits new or improved components, preserving all custom enhancements.

Cloning, on the other hand, creates a static copy and breaks the upgrade path-future improvements to the standard context would not be inherited.

Exact Extract from Salesforce Revenue Cloud Platform Guide:

"Extend a standard context to inherit its nodes and mappings. This ensures access to Salesforce-delivered updates while preserving

your custom additions." References:

Salesforce Revenue Cloud Platform Concepts - Context Service and Context Definition Inheritance  
Salesforce CPQ & Billing Developer Guide - Extending Standard Context Definitions  
Salesforce Subscription Management Implementation Guide - Best Practices for Context Extensibility

### 質問 # 133

A sales rep needs to renew multiple assets. Some assets can be renewed at the same prices and do not require negotiation, so the rep can directly create a renewal order. Other assets need higher prices and require a quote for negotiation. When the sales rep starts the renewal process, they cannot choose whether to create a quote or an order.

How should a Revenue Cloud Consultant address this issue?

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

正解: A

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Renewal Management includes settings that control whether renewals create:

- \* A renewal quote,
- \* A renewal order,
- \* Or allow the user to choose between the two.

The recommended approach is to configure Revenue Cloud / Renewal Settings appropriately so users can pick the desired path during renewal. Overriding flows (B) or customizing managed components (C) is not the recommended or supported first step.

References:

Revenue Lifecycle Management Implementation Guide - Renewal Configuration and Settings  
Asset-Based Renewals Documentation - Controlling Quote vs Order Creation

### 質問 # 134

Universal Containers (UC) sells complex Enterprise Connectivity Suites made up of physical hardware, cloud software, and services. Each component demands a unique fulfillment process, but UC's current system treats all orders uniformly, causing delays and errors. UC needs to break down complex orders, apply custom fulfillment plans per product, and ensure tailored delivery.

Which Revenue Cloud capability should solve UC's problems with accurate order fulfillment?

- A. Salesforce Experience Cloud for customer portals
- B. Product Configurator
- C. Dynamic Revenue Orchestrator (DRO)

正解: C

解説:

Comprehensive and Detailed Explanation From Exact Extract:

Dynamic Revenue Orchestrator (DRO) is Revenue Cloud's orchestration engine for post-order processes.

Documentation describes DRO capabilities such as:

- \* Decomposing orders into multiple fulfillment tasks or sub-orders based on product configuration.
- \* Applying different orchestration/fulfillment plans for hardware, software, and services.
- \* Managing task dependencies, SLAs, and routing to the appropriate teams and systems.

Product Configurator (B) manages configuration at quote time, not post-order orchestration.

Experience Cloud (C) provides portals, not order decomposition or fulfillment flows.

References:

Revenue Lifecycle Management / Dynamic Revenue Orchestrator Guide - Order Decomposition and Fulfillment Plans  
Revenue Cloud Implementation Guide - Orchestration of complex orders

### 質問 # 135

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

正解: A

解説:

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

### 質問 # 136

A product administrator is tasked with creating a Work Anywhere software bundle that has two components.

The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price.

What should the product administrator set for the quantity scaling method for each of the bundle components?

- A. VPN License = None, Classroom Training = Proportional
- B. VPN License = Proportional, Classroom Training = Constant
- C. VPN License = Proportional, Classroom Training = None

正解: B

解説:

Explanation (150-250 words)

\* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional. Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

\* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale = Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled = True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

\* Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).

\* Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.

\* Bundled = True: option price is included in bundle price.

Key Steps (concise)

\* Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional

\* Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True References (document/source names only; no links)

\* Salesforce CPQ Implementation Guide - Product Bundles and Options

\* Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)

\* Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

## 質問 # 137

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