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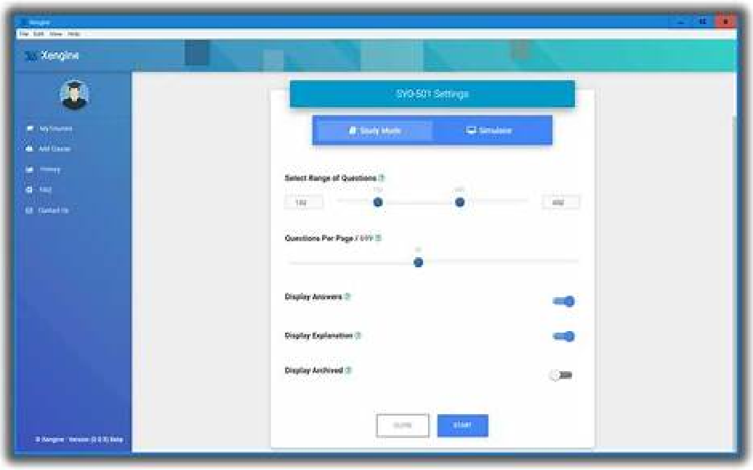

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 4	• Asset Management: This section of the exam assesses the skills of Asset Management Administrators, focusing on the concepts, capabilities, and applications of Salesforce Asset Management. It evaluates the ability to implement out-of-the-box solutions for managing assets throughout their lifecycle, ensuring that changes, renewals, and updates align with organizational requirements.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q14-Q19):

NEW QUESTION # 14
A global manufacturing company is implementing Revenue Cloud alongside Sales Cloud and Service Cloud.
The company's product catalog spans multiple business units and markets. The catalog must support reusable attributes, configurable product bundles, and governance controls to prevent inconsistent updates.
Stakeholders from product, sales, and IT are involved, but responsibilities need to be clearly defined to avoid bottlenecks and maintain catalog scalability. Which role assignments support long-term product catalog governance?

- A. Product Managers own all catalog activities end-to-end since they manage product decisions.
- B. Catalog Administrator manages classifications and attributes. Product Designer defines product structures and bundles.
- C. Sales Operations manages attributes and classifications. Salesforce Administrator defines product bundles and hierarchy.

Answer: B

Explanation:
According to Salesforce Help documentation on "Product Catalog Management Personas for Revenue Cloud," the correct role segregation for effective governance uses specialized personas with distinct responsibilities.
The Catalog Administrator role manages classifications, attributes, and the broader catalog governance structure, while the Product Designer role focuses specifically on defining product structures and bundle configurations.
The Catalog Administrator persona administers Product Catalog Management, integrates Product Catalog Management features with other systems, maintains data integrity, and assigns permission set groups to other admins who handle specific areas of catalog management. This role ensures consistent governance across business units and markets. They control attribute definitions, product classifications, and reusable components that span the organization.
The Product Designer persona works within the governance framework established by the Catalog Administrator, focusing on designing specific product structures, configuring bundled products, and defining component relationships. Product Designers inherit standardized attributes and classifications from the Catalog Administrator and apply them consistently when building product offerings.
Option A (Product Managers owning all activities) creates bottlenecks and violates segregation of duties principles. Option C (Sales Operations managing attributes and Salesforce Admin managing bundles) splits responsibilities in a way that leads to inconsistency.
The separation in Option B ensures that governance controls (classifications, attributes, reusability) are managed centrally by the Catalog Administrator while Product Designers execute within those controls, supporting scalability and preventing inconsistent updates across business units.
References: Salesforce Help - Product Catalog Management Personas for Revenue Cloud, Product Catalog Management Editions and Permission Sets documentation

NEW QUESTION # 15
What should a consultant use to create Renewal Opportunities and Quotes/Orders out of the box?

- A. Renewal Flow Templates
- B. Managed Apex classes
- C. Revenue Cloud Subscription Settings

Answer: A

Explanation:
Renewal Flow Templates are the out-of-the-box solution for creating Renewal Opportunities and Quotes
/Orders in Revenue Cloud. Salesforce provides prebuilt flow templates specifically designed to automate the renewal process without requiring custom development.
According to Salesforce Help documentation on Flow Templates for Renewal Automation, Revenue Cloud includes the "Create and Update Renewal Opportunities" flow template. This template automatically creates renewal opportunities for forecasting purposes

when assets are created, and keeps them synchronized when customers amend or cancel subscriptions. The flow template is triggered by platform events and uses standard Revenue Cloud invocable actions.
The renewal flow templates utilize the InitiateRenewal invocable action, which is a standard out-of-the-box Apex action provided by Salesforce. This action can create either renewal quotes or renewal orders based on specified parameters, and it properly links these transactions to renewal opportunities for accurate forecasting.
The flow templates handle the complexity of tracking asset end dates, calculating renewal amounts, and maintaining synchronization between assets and renewal opportunities.
Option A (Revenue Cloud Subscription Settings) is a configuration area but does not directly create renewal opportunities or quotes.
Option C (Managed Apex classes) would require custom development and is not the out-of-the-box approach. The Renewal Flow Templates provide a declarative, point-and-click solution that administrators can activate and customize using Flow Builder, making them the correct out-of-the-box tool for automating renewal opportunity and quote creation in Revenue Cloud.
References: Salesforce Help - Flow Templates to Automate Renewal Opportunity Creation and Asset Renewal, Summer '25 Release Notes for Revenue Cloud

NEW QUESTION # 16
A Revenue Cloud Consultant needs to add a new custom field to the pricing context definition and use it in a pricing procedure. The consultant added the attribute to the context definition, but it is not available in the pricing procedure.
Which step did the consultant miss?

- A. Add a tag to the field attribute.
- B. Clone the pricing procedure.
- C. Activate the context definition.

Answer: C

Explanation:
Exact Extracts from Salesforce Revenue Cloud (Pricing Setup Documentation):
* "Any modification to a context definition, such as adding new attributes, requires reactivation for the system to register and make the new fields available to dependent pricing procedures."
* "Inactive context definitions or those not reactivated after edits will not expose newly added attributes for mapping or rule use."
* "Only active context definitions can be referenced in a pricing procedure." Step-by-Step Reasoning:
* Scenario: The consultant added a new attribute but cannot see it in the pricing procedure.
* Root Cause: After modifying a context definition, it must be activated again so Revenue Cloud refreshes its metadata.
* Why B is Correct:
* Activation publishes the updated context definition to be available in pricing procedure editors.
* Why Others Are Incorrect:
* A: Tags categorize attributes but do not make them appear in pricing procedures.
* C: Cloning pricing procedures doesn't expose missing context attributes; it duplicates the existing configuration.
References :
* Salesforce CPQ Implementation Guide - Context Definition Activation and Pricing Procedure Integration
* Salesforce Subscription Management Implementation Guide - Pricing Context Configuration Lifecycle

NEW QUESTION # 17
A high-tech company offers cloud storage services and wants to define different rates for API calls based on customers' usage patterns.
How should a consultant set up this requirement?

- A. Use base card entries
- B. Use tier rate entries
- C. Use attribute rate entries

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Salesforce Billing and Subscription Management support multiple usage-based pricing (UBP) models.
From the Subscription Management and Billing Implementation Guides:
* "Attribute rate entries enable pricing based on characteristics of usage events, including call type, region, or customer usage behavior."

* "Use attribute rate entries when pricing varies based on usage attributes and patterns, not volume alone." This fits the requirement of applying different rates to API calls depending on how customers use the service.
Why other options are incorrect:
* Base card entries: Apply a flat rate.
* Tier rate entries: Apply rates based on volume tiers, not usage attributes.
References:Salesforce Billing Implementation Guide - Usage-Based Pricing Models; Attribute Rate Pricing.

NEW QUESTION # 18
During a transaction, which capability does the Transaction Line Editor provide?

- A. Filtering
- B. Auto Save Changes
- C. Drag to Sort

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
The Transaction Line Editor (TLE) supports:
* Column filtering and sorting.
* Inline editing and recalculation.
* Manual save actions.
There is no "drag to sort" capability (A). Changes are not auto-saved (C); users must explicitly save.
References:
Revenue Lifecycle Management Implementation Guide - Transaction Line Editor Features

NEW QUESTION # 19
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We are now in a fast-paced era, and for this we have no right to choose. Just as a proverb says "Time is money." This is the reason why we must value time. That is to say, we should make full use of our time to do useful things. As examinee whose want to pass the Rev-Con-201, you shouldn't waste your time on some useless books or materials. Our Rev-Con-201 Materials are tool that can not only to help you save a lot of time, but also help you pass the Rev-Con-201 exam. In this way, you can much time to complete your other goals and improve yourself better. What a rare opportunity it is! Never miss it because of your hesitation.

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