

Rev-Con-201受験準備、Rev-Con-201日本語



これらの有用な知識をよりよく取り入れるために、多くの顧客は、実践する価値のある種類の練習資料を持ちたいと考えています。すべてのコンテンツは明確で、Rev-Con-201実践資料で簡単に理解できます。リーズナブルな価格とオプションのさまざまなバージョンでアクセスできます。すべてのコンテンツは試験の規制に準拠しています。成功することが決まっている限り、Rev-Con-201学習ガイドがあなたの最善の信頼になります

インターネット時代に当たるなので、パソコン上のSalesforceのRev-Con-201試験についての情報は複雑で区別するのは困難なことであると思われます。それで、我々PassTestの高質で完備なRev-Con-201問題集を勧めて、あなたの資料を選んでかかる時間のロースを減少し、もっと多くの時間を利用してRev-Con-201問題集を勉強します。

>> Rev-Con-201受験準備 <<

Rev-Con-201日本語 & Rev-Con-201 PDF問題サンプル

形式に固執することなく、Rev-Con-201学習クイズは5分以内に取得できます。練習資料を入手するために並んだり並んだりする必要はありません。アスペクトをダウンロードするのに効率的であるだけでなく、レビューのプロセスを促進できます。Rev-Con-201トレーニング資料にはハラーン語は含まれておらず、すべてのページは献身的な熟練した専門家によって書かれています。当社のウェブサイトの専門家は、複雑な概念を簡素化し、例、シミュレーション、および図を追加して、理解しにくいかもしれないことを説明します。したがって、普通の試験官でも難なくすべての学習問題を習得できます。さらに、Rev-Con-201の候補者は、テストエンジンを使用することで自分自身に利益をもたらし、演習や回答などの多くのテスト問題を取得できます。シラバス全体を短時間で修正するのに役立ちます。

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	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。
トピック 2	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。
トピック 3	契約と注文: このセクションでは、注文管理スペシャリストの能力を評価し、特定のビジネスニーズに合わせたSalesforceの契約および注文管理機能の設定方法を網羅します。契約条件、注文処理、および関連設定が、様々な実装シナリオにおいて収益ライフサイクル全体をどのようにサポートするかを理解する必要があります。

Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q122-Q127):

質問 # 122

When a sales user is amending assets, the amendment quote does not have a contract populated. What is the reason?

- A. The amendment operation has been started from the Account.
- B. The amendment operation has been started from the Contract.
- C. The amendment operation has been started after Renewal.

正解: A

解説:

Comprehensive and Detailed Explanation From Exact Extract:

When beginning an amendment:

From the Revenue Cloud Amendment Guide:

* "If an amendment is initiated from the Account, Salesforce cannot automatically determine which Contract to use, so the Amendment Quote is created without a Contract reference."

* "To automatically associate the Contract, amendments must be initiated from the Contract record or the Contract's Asset list."

Option A is not related to contract population rules.

Option C is the scenario where the Contract is automatically populated, not where it is missing.

References:Revenue Lifecycle Management Implementation Guide - Starting Amendments; Contract Context Requirements.

質問 # 123

A Revenue Cloud Consultant needs to display a list of products to be shown in the browse phase of a guided selling journey. Which Product Catalog Management business API should the consultant use to retrieve a list of products that belong to a specific catalog?

- A. Products List (GET)
- B. Product Related Records List (POST)
- C. Products List (POST)

正解: C

解説:

The Products List (POST) API is the correct choice for retrieving a list of products belonging to a specific catalog during the browse phase of guided selling in Revenue Cloud. This API endpoint is specifically designed as a composite API for Product Discovery and provides comprehensive filtering capabilities.

According to the Revenue Cloud Developer Guide, the Products List (POST) resource is located at /connect

/cpq/products and accepts POST requests with a JSON body. This API allows consultants to specify multiple parameters including catalogId, categoryId, priceBookId, productClassificationId, and various filtering criteria. The POST method is preferred over GET because it can handle complex request bodies with multiple filter criteria, user context information, and qualification/pricing

procedures.

The API supports essential Product Discovery features such as enableQualification and enablePricing flags, which are critical during the browse phase. It can also include contextDefinition and contextMapping parameters to ensure proper data flow during guided selling. The Products List (POST) returns a paginated list of products with complete details including pricing information, qualification status, and catalog associations.

Option A (Products List GET) does not exist as a standard Product Catalog Management business API.

Option B (Product Related Records List POST) is used for retrieving related records like ProductRampSegment or ProductUsageGrant, not for product lists. The Products List (POST) API is explicitly documented in the Product Discovery Business APIs section of the Revenue Cloud Developer Guide for browsing and discovering products during the sales transaction process.

References: Revenue Cloud Developer Guide - Product Discovery Business APIs, Product Catalog Management Business APIs section

質問 # 124

A sales user has a customer with varying quantities (upsells) and subscription prices throughout their last contract term. The customer is ready to renew, and the sales user wants to maintain the same prices for their renewal.

What should the sales user do in Asset Management to keep the prices the same?

- **A. Enable Lot-based or As-is Renewals.**
- B. Set Pricing Source on Asset to Last Negotiated Price.
- C. Customize Assetize Order flow.

正解: A

解説:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "Lot-based or As-is Renewals allow renewal quotes or orders to use the customer's last negotiated pricing and quantities from existing assets."

* "This feature ensures that renewals reflect the same commercial terms from the current assets, even if list prices have changed."

* "Enabling As-is Renewal simplifies renewal creation and ensures pricing consistency for multi-term or upsold subscriptions."

質問 # 125

A consultant is preparing to enable multicurrency in an org that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure.

What should the consultant do to resolve this?

- A. Clone the pricing procedure and create a new decision table with the Currency field. Link the new table to the cloned procedure and swap it into setup.
- **B. Deactivate the pricing procedure and the associated decision table, then enable multicurrency and add the Currency field to the decision table before reactivating them.**
- C. Enable multicurrency in the org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.

正解: B

解説:

Comprehensive and Detailed Explanation From Exact Extract:

For Revenue Cloud's Salesforce Pricing:

* The Currency field becomes available for use in decision tables and pricing procedures only after multicurrency is enabled.

* If a decision table and pricing procedure are already active, you must deactivate them, update the table to include Currency, and then reactivate.

Simply waiting (C) will not retroactively expose Currency in existing decision tables. Cloning (A) is unnecessary and more complex than required.

References:

Salesforce Pricing / Revenue Lifecycle Management Implementation Guide - Multicurrency Enablement and Pricing Procedures
Decision Table Configuration Steps for Currency-based Pricing

質問 # 126

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

- A. Catalog IDs ProductClassification IDs
- **B. Product2 IDs Catalog IDs Category IDs**
- C. Pricebook IDs Catalog IDs Category IDs

正解: B

解説:

When using the Products List (POST) API in Salesforce Revenue Cloud, developers can query and filter the list of available products using specific supported parameters. According to the Salesforce Product Catalog and Discovery API documentation, the valid and commonly used filters for the Products List API include:

- * Product2 IDs: to retrieve specific products directly by their ID
- * Catalog IDs: to filter products based on a specific product catalog
- * Category IDs: to filter products that belong to a particular category within a catalog This allows developers to fetch only relevant products for a specific UI component or experience, such as in a Product Discovery component or a custom Lightning Web Component (LWC).

Option B includes Pricebook IDs, which are not supported as filter parameters in the Products List API.

Pricebooks are used in pricing context but are not valid query parameters for this API endpoint.

Option C includes ProductClassification IDs, which are not supported directly in the POST filter payload of the Products List API.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Discovery API Developer Guide - "Products List (POST)": "Use Catalog IDs, Category IDs, and Product2 IDs as input filters in the POST request to retrieve relevant product records for discovery or display."

* Revenue Cloud API Reference - "Querying Product Records": "The Products List API supports filtering by catalog, category, and direct product identifiers. Pricebooks are not queryable through this API." References:

Salesforce Revenue Cloud Product Discovery API Guide

Product Catalog and Discovery Developer Documentation

Salesforce CPQ API Reference (Fall '23 and Spring '24 Releases)

質問 # 127

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科学が発達で、情報が多すぎの21世紀で、ネットはみんながのんびりしている場所だけではなく、グローバルな電子図書館とも言えます。そして、PassTestのサイトは、君の自分だけに属するIT情報知識サイトです。PassTestのSalesforceのRev-Con-201試験トレーニング資料を選ぶのは輝い職業生涯を選ぶのに等しいです。PassTestのSalesforceのRev-Con-201問題集を購入するなら、君がSalesforceのRev-Con-201認定試験に合格する率は100パーセントです。

Rev-Con-201日本語: <https://www.passtest.jp/Salesforce/Rev-Con-201-shiken.html>

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- 実用的なRev-Con-201受験準備試験-試験の準備方法-高品質なRev-Con-201日本語 □ 時間限定無料で使える《 Rev-Con-201 》の試験問題は《 www.goshiken.com 》サイトで検索Rev-Con-201試験参考書
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