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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q104-Q109):

NEW QUESTION # 104
Universal Containers sells customizable laptops. A fulfillment designer needs to ensure that selected specifications (for example, RAM, SSD) from the commercial laptop product are correctly transferred to its technical product components during decomposition for accurate fulfillment.
Which mechanism should the fulfillment designer use to transfer the technical product components?

- A. Quote Line Mapping
- B. Decomposition Execution Rules
- C. Field & Attributes Mapping

Answer: C

Explanation:
Explanation (150-250 words)
In Salesforce Revenue Cloud, Field & Attribute Mapping is the mechanism used to transfer key data (such as specifications, attribute values, or configuration selections) from commercial products to their corresponding technical product components during fulfillment decomposition.
During decomposition, a commercial bundle is broken down into its technical components to support downstream fulfillment or provisioning systems. Field & Attribute Mapping ensures that configuration data
- such as "RAM = 16 GB" or "SSD = 512 GB" - flows correctly from the quote or commercial item to each technical item, maintaining accuracy across the order-to-fulfillment process.
While Decomposition Execution Rules determine when or how decomposition runs, the Field & Attribute Mapping defines what data is transferred. Quote Line Mapping applies earlier, between quoting and ordering stages, not during fulfillment decomposition.
Exact Extract from Salesforce Subscription Management Implementation Guide:
"Use Field and Attribute Mapping to transfer configuration and specification data from commercial products to their corresponding technical product components during decomposition." References:
Salesforce Subscription Management Implementation Guide - Decomposition Framework and Data Mapping Salesforce Revenue Cloud Fulfillment Integration Guide - Commercial-to-Technical Product Mapping Salesforce Solution Architect Handbook - Fulfillment Design Patterns and Mapping Logic

NEW QUESTION # 105
A Revenue Cloud Consultant recently implemented Revenue Cloud for a customer and wants to ensure successful adoption and maintenance.
Which steps should the consultant take with the customer after go-live?

- A. Have knowledge transfer sessions on the implementation and provide help documentation/recordings.
- B. Take customer inquiries and keep in touch with them through Slack post-project.
- C. Have the customer get certified in Revenue Cloud and write their own documentation.

Answer: A

Explanation:
Post-go-live success in Revenue Cloud implementations hinges on knowledge transfer, user enablement, and documentation.
According to Salesforce's Implementation Best Practices, consultants should conduct structured knowledge transfer sessions to walk through configuration decisions, key processes, and any customizations. This should be complemented with help documentation, training materials, and recorded walkthroughs to enable self-sufficiency.
The goal is to ensure the client's internal admins and users understand:
* Product catalog structure
* Pricing logic
* Renewal and amendment flows
* Invoice and billing configurations
Option A reflects this industry standard and aligns with Salesforce's prescribed approach for post-go-live readiness.
Option B (Slack support) is informal and not scalable or secure for enterprise implementations.
Option C is unrealistic as a short-term expectation and doesn't guarantee the user's understanding of the specific implementation.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce Implementation Guide - "Post-Go-Live Support and Enablement":"Conduct knowledge transfer sessions with client stakeholders, and provide recorded demos, configuration documentation, and a runbook for maintenance."
* Revenue Cloud Delivery Framework - "Transition to Support":"A successful go-live includes detailed documentation, admin training, and clear handoff materials to ensure smooth transition to client ownership." References:
Salesforce Revenue Cloud Implementation Guide
Revenue Cloud Partner Delivery Framework
Salesforce Success Guide: Post-Go-Live Strategy

NEW QUESTION # 106
A company sells a wide range of products across multiple business units. Each product must support different selling models, such as one-time, term-based, and evergreen. The company wants to bundle these products in configurable ways without duplicating product records. Additionally, product attributes should be reusable across offerings, and product teams need to maintain the catalog with minimal manual effort.
Given these requirements, how should a consultant design the product catalog in Revenue Cloud?

* A. Use static bundles with hard-coded attributes for each selling model to simplify configuration.
* B. Use product classifications for attribute reuse and apply selling models at the product level to support flexibility.
* C. Create separate product records for each business unit and selling model combination to handle variations independently.

Answer: B

Explanation:
* "Product Classifications allow you to define and manage attributes that are reusable across multiple products, ensuring catalog consistency and reducing maintenance."
* "Selling Models define how a product is sold-one-time, term-based, or evergreen-and can be applied to a product without duplicating the record."
* "A flexible catalog design leverages reusable metadata like Product Classifications, Selling Models, and Attribute Sets rather than creating separate product records for each variation."
* "Dynamic or configurable bundles support product combinations across business units without static dependencies or hard-coded configurations." Step-by-Step Reasoning:
* Core Requirement: Minimize catalog duplication while supporting various selling models and reusable attributes.
* Key Design Factor: Use Product Classifications to standardize and reuse product attributes across offerings.
* Implementation Approach: Assign Selling Models at the product level (One-Time, Term, Evergreen) for flexible pricing and lifecycle management.
* Outcome: This setup enables consistent catalog governance, lower maintenance, and support for configurable bundles across multiple business units.
Incorrect Options:
* A: Creates redundant records and increases maintenance.
* C: Static bundles eliminate flexibility and reusability, conflicting with requirements.
References:
Salesforce Subscription Management Implementation Guide - Product Catalog and Classifications Salesforce CPQ Implementation Guide - Product Configuration and Selling Models Salesforce Billing Implementation Guide - Catalog Setup and Product Lifecycle Management

NEW QUESTION # 107
A Global System Integrator (GSI) provides consulting services by offering a variety of roles and skills based on the needs of the customers. The GSI has a global workforce of 30,000 consultants with expertise in many different technologies.
Currently, the GSI uses standard Salesforce functionality to quote using Opportunities, Quotes, and Pricebooks. As its consultants have so many different roles and skills, it maintains a large product catalog with upward of a million SKUs. A new product is created each time a new skill is added.
How should the GSI use Revenue Cloud to solve its SKU proliferation issue?

* A. Use Product Attributes to rationalize the product catalog.
* B. Use Product Category to rationalize the product catalog.
* C. Use Product Classification to rationalize the product catalog.

Answer: A

Explanation:
Explanation (150-250 words)
In Salesforce Revenue Cloud, Product Attributes allow administrators to create dynamic, parameter-driven product definitions-removing the need for separate SKUs for every possible variation. Instead of defining millions of products (e.g., each skill as a unique product), organizations can create a single configurable product with attributes like skill type, level, region, or technology.
Attributes are defined through Product Attribute Sets and linked to one or more products, enabling sales reps to select attribute values during configuration or quoting. This approach drastically reduces catalog complexity, improves quote performance, and provides flexibility for price rules, approvals, and product logic.
By contrast, Product Categories and Product Classifications are for grouping, filtering, or reporting purposes, not for modeling variation.
Exact Extract from Salesforce CPQ Implementation Guide:
"Use Product Attributes to define product variations without creating multiple SKUs. Attributes allow a single product record to represent many configurations." References:
Salesforce CPQ Implementation Guide - Product Attributes and Attribute Sets Salesforce Revenue Cloud Catalog Management Guide - Reducing SKU Proliferation Using Attributes Salesforce Revenue Cloud Solution Architect Handbook - Dynamic Catalog Design for Large Enterprises

NEW QUESTION # 108
Universal Containers went live with Revenue Cloud 90 days ago. Since then, the sales team has been using Revenue Cloud to perform all of their business transactions, from New Sales to Renewals. Sales leaders requested the IT team to provide insights into trends like monthly and annual recurring revenue, renewal rates, accounts up for renewal, and the overall financial state of the accounts.
Which out-of-the-box dashboard should the IT team use for these insights?

- A. Order Analytics
- B. Pricing Analytics
- C. Subscription and Revenue Lifecycle Analytics

Answer: C

Explanation:
Explanation (150-250 words)
Salesforce Revenue Cloud includes Subscription and Revenue Lifecycle Analytics, a prebuilt set of dashboards within Tableau CRM (CRM Analytics) that provides deep insights into recurring revenue, renewals, and customer financial health.
This dashboard tracks key subscription metrics such as Monthly Recurring Revenue (MRR), Annual Recurring Revenue (ARR), churn rate, renewal pipeline, and account revenue contribution. It visualizes performance trends from CPQ, Billing, and Subscription Management data-giving sales and finance leaders a comprehensive view of revenue operations.
Order Analytics (option A) focuses on order line and fulfillment metrics, while Pricing Analytics (option C) analyzes discounting and price rule effectiveness, not recurring revenue performance.
Exact Extract from Salesforce Revenue Cloud Analytics Guide:
"Use the Subscription and Revenue Lifecycle Analytics app to monitor MRR, ARR, renewal performance, and account-level revenue insights across the customer lifecycle." References:
Salesforce Revenue Cloud Analytics Implementation Guide - Subscription and Revenue Lifecycle Analytics Overview Salesforce Revenue Cloud Solution Architect Handbook - KPIs for Recurring Revenue and Renewal Health Tableau CRM for Revenue Cloud - Prebuilt Dashboards and Dataflows

NEW QUESTION # 109
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