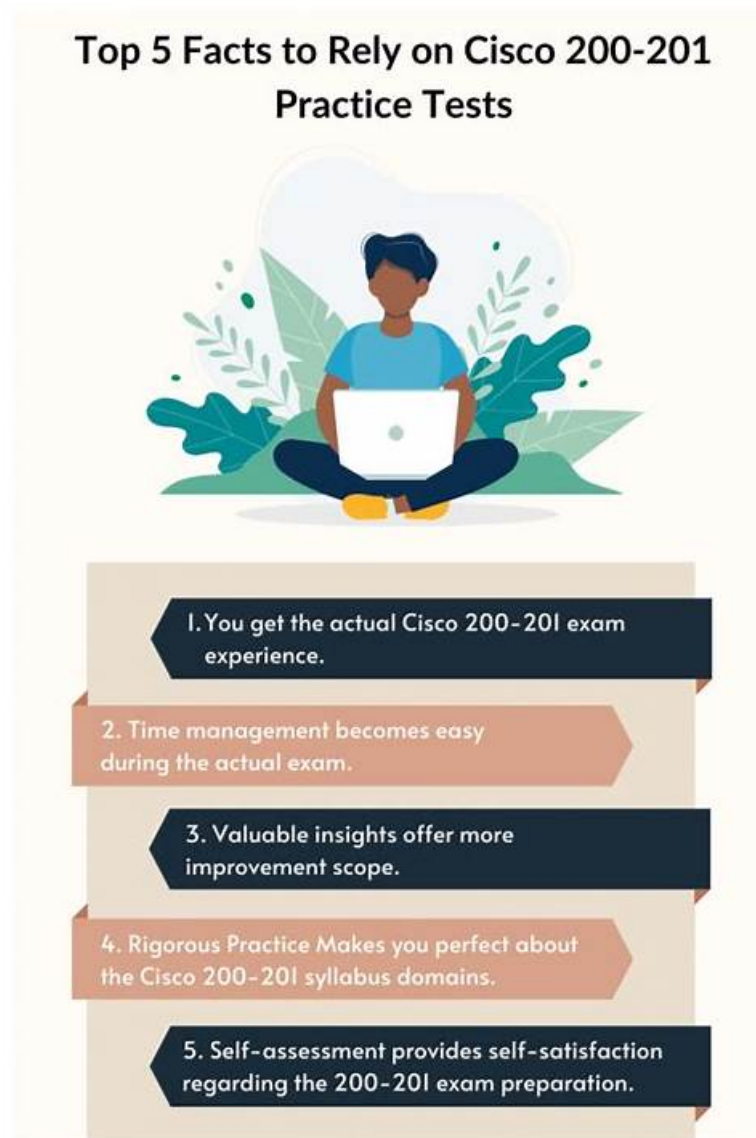


Rev-Con-201 Online Tests & Rev-Con-201 Lerntipps



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Salesforce Rev-Con-201 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.

Thema 2	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.
Thema 3	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.

>>> Rev-Con-201 Online Tests <<<

Rev-Con-201 Lerntipps & Rev-Con-201 Trainingsunterlagen

Die Senior Experten haben die online Prüfungsfragen zur Salesforce Rev-Con-201 Zertifizierungsprüfung nach ihren Kenntnissen und Erfahrungen bearbeitet, deren Ähnlichkeit mit den realen Prüfungen 95% beträgt. Ich habe Vertrauen in unsere Produkte. Wenn Sie die Produkte von EchteFrage kaufen, wird EchteFrage Ihnen helfen, die Salesforce Rev-Con-201 Zertifizierungsprüfung einmalig zu bestehen. Sonst erstatteten wir Ihnen gesammte Einkaufgebühren.

Salesforce Certified Revenue Cloud Consultant Rev-Con-201 Prüfungsfragen mit Lösungen (Q115-Q120):

115. Frage

A sales rep at an SaaS company observes that a recent renewal quote for a premium software subscription, which includes several add-on modules and usage-based tiers, is displaying an unexpected total price. The customer is disputing the amount, stating it is higher than anticipated based on their contracted terms. The pricing consultant suspects an issue with how the pricing rules are being applied.

What is the first diagnostic step the consultant should take to investigate the pricing calculation?

- A. Manually adjust the disputed total price on the quote to the customer's anticipated amount.
- B. Deactivate the entire pricing procedure and then reactivate it to force a re-evaluation.
- C. Use the pricing procedure's Simulate functionality to trace the price waterfall.

Antwort: C

Begründung:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and CPQ Implementation Guides):

* "The Simulate feature in the pricing procedure enables administrators to execute and trace the pricing calculation logic to identify where pricing rules, conditions, or adjustments are applied."

* "Using simulation, consultants can visualize the price waterfall and confirm whether attribute-based, tier-based, or contract-based adjustments are contributing to the final price."

* "This is the recommended first diagnostic step when pricing discrepancies are reported." Step-by-Step Reasoning:

* Issue: Discrepancy between expected and calculated renewal quote prices.

* Correct Action: Use Simulate to run the pricing engine in diagnostic mode and examine the price waterfall.

* Why C is Correct:

* Allows tracing rule application order and effective discounts.

* Identifies where unexpected conditions or overrides occurred.

* Why Others Are Incorrect:

* A: Manual edits mask the issue rather than diagnose it.

* B: Deactivating/re-enabling does not reveal rule logic; it risks production disruption.

References :

* Salesforce CPQ Implementation Guide - Pricing Procedures and Price Simulation

* Salesforce Subscription Management Implementation Guide - Pricing Debugging Tools and Price Waterfall Analysis

116. Frage

A company uses Revenue Cloud to sell complex product bundles that include subscriptions, add-ons, and optional services. Sales reps sometimes accidentally select incompatible options, causing errors and rework. A consultant must ensure that sales users can only select valid product combinations during configuration.

Which solution should the consultant implement?

- A. Use validation rules on the Quote object to prevent saving invalid product combinations after configuration is complete.
- B. Rely on automated flow processes during quote approval to catch incompatible product selections before finalizing.
- **C. Implement Constraint Rules in the Product Configurator to enforce compatibility between products during configuration.**

Antwort: C

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's Constraint Rules (using CML and rules framework) are designed to:

- * Enforce compatibility and exclusion between products in the configurator.
- * Provide real-time guidance so users cannot complete invalid configurations.

This is the recommended approach for controlling bundle option behavior.

Flow checks (A) or Quote validation rules (C) occur after configuration and do not prevent users from building invalid bundles in the first place, which leads to a poor user experience and rework.

References:

Product Configurator / Constraint Rules Documentation - Compatibility and Exclusion Rules Revenue Lifecycle Management Implementation Guide - Guardrails in Configuration

117. Frage

When selecting products to add to a quote, a sales user updates an attribute represented by a custom field. The user intends to use the selected value in other downstream processes.

Which Mapping Intent should they select when creating the Mapping for the context definition?

- **A. Persistence**
- B. Hydration
- C. Association

Antwort: A

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

In Revenue Cloud / Revenue Lifecycle Management, context mappings control how values (such as attributes or fields) flow between the runtime configuration/quoting experience and underlying Salesforce objects.

When defining a mapping, you specify a Mapping Intent, which determines how the data is used and whether it is stored.

The documentation describes the Persistence intent along the lines of:

Persistence

Use this intent when you want the mapped value to be written to and stored on the underlying Salesforce object so it can be used later in downstream processes (such as orders, contracts, billing, or analytics).

This exactly matches the scenario described in the question:

- * A sales user updates a custom attribute when selecting products for a quote.
- * The value must be available for downstream processes (for example, contract creation, order generation, billing, or reporting).
- * Therefore, the value needs to be persisted to an object/field, not just used temporarily in the UI.

Why the other options are incorrect:

* Option A - AssociationAssociation intent is used when you want to establish or drive relationships (associations) between records or configurations, not specifically to persist a field value for later downstream processing. It's more about linking and contextual associations than about durable storage of an attribute value.

* Option B - HydrationHydration intent is used when you want to bring values into the runtime configuration or user interface (for example, pre-populating or deriving values), typically for in-session use. These values might not be written back or persisted.

Hydration alone does not guarantee that the custom field value will be stored and available for later downstream processes.

Because the requirement explicitly states that the attribute's value needs to be usable in other downstream processes, the correct Mapping Intent is Persistence (Option C), which aligns with the documented purpose of persisting mapped values to Salesforce objects.

References (Salesforce Revenue Cloud documentation / study materials):

- * Salesforce Revenue Lifecycle Management / Revenue Cloud: Context Rules, Context Mappings, and Mapping Intents
- * Salesforce Revenue Lifecycle Management Implementation Guide: Using Mapping Intents - Hydration vs. Persistence vs. Association
- * Salesforce Help: Attribute and Context Mapping for Quoting and Downstream Processes

118. Frage

A telecommunications customer currently subscribes to the Standard Data Plan (US\$50/month). On October 15, halfway through their monthly billing cycle, they decide to upgrade to the Unlimited Data Plan (\$100/month). The company's policy is to immediately apply the new plan's benefits and proportionally adjust the current month's billing. An administrator needs to accurately calculate the credit for the unused portion of the Standard Data Plan and then charge for the used portion of the Unlimited Data Plan in October. Which pricing element should the administrator use?

- **A. The Provision element**
- B. The Derived Price element
- C. The Aggregate Price element

Antwort: A

Begründung:

The Provision element is used in Salesforce Billing and Subscription Management to support mid-cycle changes and proration logic, which is exactly what is required in this scenario. When a customer changes their subscription partway through a billing cycle, Salesforce can use Provision elements to:

- * Prorate credits for the unused portion of the original service
- * Calculate the partial charge for the new service based on the remaining billing period
- * Accurately reflect the change in the invoice and subscription record

This functionality is part of Amendments and Mid-Term Changes in Subscription Management and supports use cases like upgrades, downgrades, and plan switches.

Option A (Derived Price) calculates pricing based on formulas or derived fields but doesn't handle time-based adjustments.

Option B (Aggregate Price) is used when rolling up prices from multiple child components or bundles, not for mid-cycle adjustments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Prorated Billing and Provisioning": "Use Provision pricing elements to handle partial-period charges and credits during plan changes or mid-term amendments."

* Billing Implementation Guide - "Handling Amendments with Pro-ration": "Provision elements automate adjustments to billing based on service activation or termination dates within the billing period." References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide

Revenue Cloud Amendments and Proration Handling Documentation

119. Frage

A streaming service company is implementing Revenue Cloud. The company strives to provide fast, reliable, high-quality streaming services. It is running a promotion for new customers offering a 100% discount on the first month. Streaming costs increase yearly, and the company wants to clearly show customers these price changes during the sales cycle. The minimum contract term is 36 months.

How should the Revenue Cloud Consultant meet this requirement?

- **A. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Yearly. Associate both segment types to the product.**
- B. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Custom. Associate both segment types to the product.
- C. Enable Ramp Deals. Configure Product Ramp Segment with Segment Type of Free Trial and Monthly. Associate both segment types to the product.

Antwort: A

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Ramp Deals allow companies to present future pricing changes over time and handle introductory discounts, such as free periods.

References:Salesforce CPQ & Revenue Lifecycle Management Implementation Guide - Ramp Deals; Product Ramp Segments; Free Trial and Yearly Segment Types.

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