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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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 2	<ul style="list-style-type: none"> 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 3	<ul style="list-style-type: none"> 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.
Topic 4	<ul style="list-style-type: none"> 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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q149-Q154):

NEW QUESTION # 149

A global enterprise is implementing Salesforce Revenue Cloud to simplify collaboration between sales, finance, and legal teams throughout the revenue lifecycle. The organization's key goal is to have a single source of truth to understand where the order is in its lifecycle without relying on disconnected tools or manual handoffs.

How does Dynamic Revenue Orchestrator (DRO) help meet these goals?

- A. DRO automates the order lifecycle and streamlines fulfillment.
- B. DRO automates the revenue lifecycle.
- C. DRO automates the entire quote to order lifecycle.

Answer: A

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "Dynamic Revenue Orchestration (DRO) automates and manages the order lifecycle, ensuring seamless handoffs between sales, fulfillment, finance, and legal teams."

* "DRO defines orchestration plans and fulfillment steps, providing visibility into each stage of the order lifecycle from activation to fulfillment."

* "While the quote-to-order process is handled in CPQ and order submission, DRO takes over post-order activation to automate downstream fulfillment, billing, and revenue recognition processes." Step-by-Step Reasoning:

* Key goal: Unified visibility of order lifecycle and automated handoffs across departments.

* Correct Function: DRO orchestrates and monitors order fulfillment and revenue processes, automating tasks across systems.

* Why B is Correct:

* Focused on automating the order lifecycle (post-order stage).

* Provides real-time orchestration, eliminates manual handoffs.

* Why Others Are Incorrect:

* A: Too broad - the revenue lifecycle includes quoting and contracting not handled by DRO alone.

* C: Quote-to-order automation is managed by CPQ and Order Management, not DRO.

References :

* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Overview

* Salesforce Billing Implementation Guide - Order Lifecycle Automation and Fulfillment Design

NEW QUESTION # 150

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

- A. Asset, Asset Action, Asset State Period, Asset Action Source
- B. Asset, Subscription, Subscribed Asset, Order
- C. Quote, Quote Line, Order, Order Product

Answer: A

Explanation:

For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.

The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships. The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.

Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.

Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.

Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking. The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements. References: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

NEW QUESTION # 151

Which valid actions can a consultant perform on a standard context definition?

- A. Deactivate & Edit
- **B. Extend & Clone**
- C. Copy & Edit

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Standard context definitions provided by Salesforce are locked and cannot be edited or deactivated.

Revenue Lifecycle Management Implementation Guide states:

* "Standard context definitions cannot be modified directly."

* "To customize them, admins may either extend (create a child version) or clone them." Only these two actions are supported for customizing context behavior.

Why other options are incorrect:

* Standard definitions cannot be edited or deactivated.

* "Copy" is not an action available; the correct action is "Clone."

References: Salesforce Revenue Lifecycle Management Implementation Guide - Context Definitions; Extending Standard Context Definitions.

NEW QUESTION # 152

A sales rep needs to renew multiple assets acquired at different times with different expiration dates. When selecting multiple assets for renewal, some assets have already expired.

What should the sales rep do to renew all of the assets?

- A. Update the End Dates on the assets to the current dates, then renew.
- **B. Use the Override Renewal Term option, then renew.**
- C. Use the Amend option, override the Term, then renew.

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

When renewing multiple assets with differing expiration dates, Salesforce provides:

* "Override Renewal Term allows alignment of renewal periods for assets with mismatched or expired end dates." From the RLM Renewal Management documentation:

* "Expired assets can be renewed by using Override Renewal Term to generate a unified renewal quote." Options A and B are unnecessary edits to asset data and do not follow Salesforce's renewal process.

References: Revenue Lifecycle Management Implementation Guide - Renewals; Override Renewal Term

NEW QUESTION # 153

A Salesforce Consultant has been asked to identify and extract contract details and clauses from a PDF that holds the information of a historical signed contract. The consultant will use Contracts AI to achieve this requirement. A prerequisite to using Contracts AI is

to set up a contract extraction template.

When creating a contract extraction template, which template details does the consultant need to fill in to allow the selection of an existing context definition?

- A. Record Type and Field Mapping
- **B. Attribute Definition and Context Mapping**
- C. Attribute Definition and Field Mapping

Answer: B

Explanation:

Explanation (150-250 words)

Contracts AI in Salesforce Revenue Cloud leverages AI-based document parsing to extract key data elements (clauses, values, terms) from uploaded contract files, such as PDFs. To configure this, an administrator creates a Contract Extraction Template, which determines how AI-extracted data maps into Salesforce fields.

In order to associate the template with an existing context definition (so extracted data aligns with the correct objects and relationships), the consultant must define both:

* Attribute Definitions - specify the data elements to extract (e.g., Start Date, Term, Renewal Clause).

* Context Mapping - links the extracted attributes to the appropriate fields and nodes within the selected context definition.

Without Attribute and Context mapping, Contracts AI cannot correctly populate contextual Salesforce data structures.

Exact Extract from Salesforce Contracts AI Implementation Guide:

"To use an existing context definition with a contract extraction template, specify attribute definitions and context mappings that associate extracted data with the context nodes." References:

Salesforce Contracts AI Implementation Guide - Contract Extraction Templates and Context Definitions
Salesforce Revenue Cloud Platform Concepts - Context Service and Context Mapping
Salesforce Solution Architect Handbook - AI-Assisted Contract Extraction Design

NEW QUESTION # 154

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