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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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.

>> Rev-Con-201 Practice Engine <<

Exam Rev-Con-201 Bible, Formal Rev-Con-201 Test

Challenge is omnipresent like everywhere. By eliciting all necessary and important points into our Rev-Con-201 practice materials, their quality and accuracy have been improved increasingly, so their quality is trustworthy and unquestionable. There is a bunch of considerate help we are willing to offer. Besides, according to various predispositions of exam candidates, we made three versions for your reference. Untenable materials may waste your time and energy during preparation process.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q128-

Q133):

NEW QUESTION # 128
A critical manual review step in the order fulfillment process is designed to take up to 60 minutes. The company configures the system to trigger an alert if the task is not completed 15 minutes before its scheduled end.
Based on this scenario, which key parameters were configured in the Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Task Priority and Escalation Rule
- B. Completion Deadline and Warning Interval
- C. Estimated Duration and Jeopardy Threshold

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In DRO, SLA and jeopardy management are typically driven by:
* Estimated Duration - how long a task is expected to take (e.g., 60 minutes).
* Jeopardy Threshold - when a task is considered at risk (e.g., 15 minutes before due time).
These parameters enable jeopardy alerts and proactive management before SLA breaches.
Completion Deadline / Warning Interval (A) and Task Priority / Escalation Rule (B) are more generic concepts and not the named DRO configuration parameters for this specific SLA pattern.
References:
Dynamic Revenue Orchestrator Guide - Jeopardy Management, Estimated Duration, and Thresholds

NEW QUESTION # 129
A customer uses a price book to populate list prices. They need to override the list price by 10% if the product is being sold in an emerging market. The emerging market is identified on the quote via a custom field.
What should a pricing designer do to solve this?

- A. Use a formula-based pricing element to apply the override to the unit price and use that to populate the list price for further calculations like total, discount, net prices, etc.
- B. Use a formula-based pricing element to apply an override to the list price value and populate a line item custom field for further calculations like total, discount, net prices, etc.
- C. Use a formula-based pricing element to apply an override to the list price and use that to populate the list price for further calculations like total, discount, net prices, etc.

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In Salesforce Pricing (Revenue Cloud):
* List Price is typically derived from the price book entry.
* A formula-based pricing element can override the list price based on conditions (such as a custom "Emerging Market" flag on the quote).
* Downstream pricing steps (discounts, totals, net prices) use this adjusted list price as the base.
Option A matches the documented pattern: override the list price using a formula element.
Option B confuses unit price vs list price as the base.
Option C puts the override into a custom field, which then would require additional custom logic for subsequent pricing steps.
References:
Salesforce Pricing / Revenue Lifecycle Management Guide - Formula-Based Pricing Elements; List Price Overrides

NEW QUESTION # 130
A sales user is trying to add products to a Quote using Product Discovery via Browse Catalog in Revenue Cloud. However, they are unable to see the products they are looking to add. What is the reason for this issue?

- A. The Product Discovery component on the Quote Layout is misconfigured or hidden and unable to be accessed on Lightning page
- B. The sales user profile does not have the "View All" on Product2 object permission, allowing users to have access to all the

Products

- C. The products are not associated with an active price book entry that belongs to the price book selected on the Quote

Answer: C

Explanation:
The most common reason products do not appear in Browse Catalog is that they lack an active price book entry in the price book associated with the quote. This is a fundamental requirement for product visibility in Revenue Cloud's Product Discovery process.
Product visibility in Browse Catalog depends on multiple configuration factors, but the price book entry is critical. According to Revenue Cloud troubleshooting documentation, products must have an active price book entry within the specific price book selected on the quote or order. Without this price book entry, even if the product exists and is active, it will not appear in the catalog browse experience.
When a quote is created, it is associated with a specific price book. The Product Discovery process filters products based on this price book association, showing only products that have entries in that particular price book. This ensures that sales users only see products they can actually sell at valid prices. Additionally, the price book entry must be active; inactive entries will not make products visible.
While Option B regarding permissions could affect product visibility in some scenarios, it is not the primary reason for products not appearing in Browse Catalog. The "View All" permission relates to record-level access rather than Product Discovery functionality. Option C about component configuration would prevent access to Browse Catalog entirely, not just hide specific products. The absence of a valid, active price book entry in the quote's associated price book is the most direct and common cause of products not appearing during the browse phase.
References: Revenue Cloud Implementation Guide - Product Discovery Configuration, Salesforce Help - Products Not Showing in Browse Catalog troubleshooting

NEW QUESTION # 131
A sales rep adds a bundle product from the Browse Catalog and saves it to their quote. They are unable to configure the bundle from the Transaction Line Table or Browse Catalog.
Which permission is the sales rep missing?

- A. Advanced Configurator Designer
- B. Product Configurator
- C. Product Configuration Rules User

Answer: B

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
To open and interact with the Revenue Cloud Product Configurator, a user must have the Product Configurator permission assigned.
From the RLM/CPQ Implementation Guide:
* "Assign the Product Configurator permission set to users who need access to the bundle configuration experience."
* "This permission enables the user to launch the configurator from the quote or catalog interface." Why other options are incorrect:
* Product Configuration Rules User: Allows rule execution but not configurator access.
* Advanced Configurator Designer: Intended for admins who design configurator flows, not for sales reps.
References:Salesforce Revenue Lifecycle Management Implementation Guide - Configurator Permissions; Runtime User Requirements.

NEW QUESTION # 132
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. Use the Override Renewal Term option, then renew.
- B. Update the End Dates on the assets to the current dates, then renew.
- C. Use the Amend option, override the Term, then renew.

Answer: A

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 # 133
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