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The actual Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) certification exam has quite high registration fees, so passing the Rev-Con-201 exam in one attempt becomes mandatory. BootcampPDF provides a free Rev-Con-201 exam dumps demo so customers can see the product's features before purchasing. This offers comprehensive Rev-Con-201 practice test questions that cover all the topics students need to cover to crack the Salesforce Rev-Con-201 test. Moreover, This also offers up to 1 year of free Rev-Con-201 questions updates. By using our real Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) dumps, it is guaranteed that the candidate passes in one attempt, so our product saves time and money.

## Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Catalog Management: This section of the exam measures the skills of Product Catalog Administrators and covers understanding and applying the core concepts of Catalog Management. It includes selecting the correct out-of-the-box tools to structure and maintain a catalog and implementing catalog solutions based on given business scenarios to ensure accurate product organization and availability.</li></ul>

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pass your exam easily. By our professional training, you will pass your exam and get the related certification in the shortest time.

## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q100-Q105):

### NEW QUESTION # 100

Sales users do not want to select a catalog every time they choose products from Product Discovery because they only have one catalog.

What should a consultant do using out-of-the-box capabilities?

- A. Skip creating catalogs and use Product records directly.
- B. Customize the Product Discovery flow.
- C. Select a default catalog under Product Discovery Settings.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud Product Discovery provides a Default Catalog option in Product Discovery Settings so that:

\* If there is only one primary catalog, it can be preselected automatically.

\* Users are not prompted to choose a catalog each time.

Customizing flows (A) is unnecessary. Skipping catalogs (C) would bypass key Product Catalog Management features and is not aligned with the recommended architecture.

References:

Product Discovery and Catalog Management Guide - Default Catalog Setting

### NEW QUESTION # 101

A company is implementing Revenue Cloud to automate its subscription renewals. A Revenue Cloud Consultant needs to configure the system to allow sales reps to initiate the renewal process for a customer's active assets directly from a record page.

Which component must the consultant implement to provide this one-click renewal capability?

- A. A screen flow that utilizes the InitiateRenewal invocable action, which can then be exposed as a quick action on the Account or Contract record page
- B. A custom Renewal checkbox field on the Asset object that, when checked, triggers a Process Builder to create a renewal opportunity
- C. An Apex trigger on the Contract object that automatically clones the contract and its assets when the end date is approaching

**Answer: A**

Explanation:

Exact Extracts from Salesforce Subscription Management and CPQ Implementation Guides:

\* "The InitiateRenewal invocable action enables users or flows to create a renewal quote or renewal order based on existing active assets or contracts."

\* "Admins can expose this flow action through a screen flow and add it as a quick action on Account, Contract, or Asset record pages for one-click renewal initiation."

\* "This declarative approach eliminates the need for custom triggers or processes." Step-by-Step Reasoning:

\* Requirement: Allow sales reps to trigger renewals directly from a record page with minimal clicks.

\* Correct Solution: Use InitiateRenewal invocable action within a screen flow.

\* Deployment: Add the flow as a Quick Action on the Account or Contract Lightning page.

\* Why B is Correct: It uses native Revenue Cloud functionality for renewals, no code required.

\* Why Others Are Incorrect:

\* A: Apex trigger is custom and bypasses standard renewal processes.

\* C: Checkbox + Process Builder is outdated and not integrated with Renewal APIs.

References :

\* Salesforce Subscription Management Implementation Guide - Renewals with InitiateRenewal Action

\* Salesforce CPQ Implementation Guide - Renewal Automation and Flow Configuration

### NEW QUESTION # 102

A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.

Which option should the administrator use to accomplish this?

- A. type House {relation rooms : Room[4,5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"}};
- **B. type House {relation rooms : Room[0..5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"}};**
- C. type House {relation rooms : Room[0..5];require(rooms.size > 3, House[MediaRoom=true, color = "Blue"])};

**Answer: B**

Explanation:

Exact Extracts from Salesforce CPQ (Advanced Configurator and CML Guide):

- \* "CML allows you to define typed relationships and constraints within bundles or configurable products."
- \* "The relation syntax defines cardinality using [min..max] where 0..5 means minimum zero and maximum five related components."
- \* "The require() statement conditionally enforces the inclusion of components based on logical conditions. The syntax require(condition, target{attribute=value}) is used to mandate configuration rules." Step-by-Step Reasoning:
- \* Requirement Analysis:
- \* The "House" can have up to five rooms (0..5).
- \* If more than three rooms exist, include MediaRoom with color = "Blue."
- \* CML Construction:
- \* Define relation rooms : Room[0..5] to allow zero to five rooms.
- \* Apply require() to enforce conditional inclusion based on count logic.
- \* Why B is Correct:It follows correct CML syntax and semantics:
- \* Proper cardinality expression [0..5].
- \* Correct conditional requirement referencing rooms[MediaRoom]{color="Blue"}.
- \* Why Others Are Incorrect:
- \* A: Cardinality [4,5] enforces a minimum of 4 rooms always-violates the "up to five" requirement.
- \* C: Misuses the House reference inside require(), which should target the related entity (rooms).

References :

- \* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax and Semantics
- \* Salesforce CPQ Implementation Guide - Advanced Product Configuration and Conditional Rules

### NEW QUESTION # 103

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 # 104

What should a consultant use to create Renewal Opportunities and Quotes/Orders out of the box?

- A. Revenue Cloud Subscription Settings
- B. Managed Apex classes
- C. **Renewal Flow Templates**

**Answer: C**

Explanation:

Renewal Flow Templates are the out-of-the-box solution for creating Renewal Opportunities and Quotes /Orders in Revenue Cloud. Salesforce provides prebuilt flow templates specifically designed to automate the renewal process without requiring custom development.

According to Salesforce Help documentation on Flow Templates for Renewal Automation, Revenue Cloud includes the "Create and Update Renewal Opportunities" flow template. This template automatically creates renewal opportunities for forecasting purposes when assets are created, and keeps them synchronized when customers amend or cancel subscriptions. The flow template is triggered by platform events and uses standard Revenue Cloud invocable actions.

The renewal flow templates utilize the InitiateRenewal invocable action, which is a standard out-of-the-box Apex action provided by Salesforce. This action can create either renewal quotes or renewal orders based on specified parameters, and it properly links these transactions to renewal opportunities for accurate forecasting.

The flow templates handle the complexity of tracking asset end dates, calculating renewal amounts, and maintaining synchronization between assets and renewal opportunities.

Option A (Revenue Cloud Subscription Settings) is a configuration area but does not directly create renewal opportunities or quotes. Option C (Managed Apex classes) would require custom development and is not the out-of-the-box approach. The Renewal Flow Templates provide a declarative, point-and-click solution that administrators can activate and customize using Flow Builder, making them the correct out-of-the-box tool for automating renewal opportunity and quote creation in Revenue Cloud.

References: Salesforce Help - Flow Templates to Automate Renewal Opportunity Creation and Asset Renewal, Summer '25 Release Notes for Revenue Cloud

#### NEW QUESTION # 105

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