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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q116-Q121):

NEW QUESTION # 116

A product administrator creates a product by associating it with a product class that has three attributes assigned. Two of these attributes are to be used for attribute-based pricing only for this product.

How should the product administrator ensure that these two attributes can be used for attribute-based pricing?

- A. Edit the attribute definition and set the 'Is Price Impacting' flag.
- B. Edit the attribute associated to a product classification and set the 'Is Price Impacting' flag.
- C. Edit the inherited attributes at the product level and set the 'Is Price Impacting' flag.

Answer: C

Explanation:

* "Attributes inherited from a product class can be customized at the product level."

* "Setting the 'Is Price Impacting' flag at the product level determines whether that attribute participates in attribute-based pricing calculations for that specific product."

* "The flag on the product class attribute only defines the default behavior, but pricing relevance is determined at the product level."

Step-by-Step Reasoning:

* Requirement: Two attributes (from product class) must affect price for this product only.

* Best Practice: Override the inherited attributes at the product level and set Is Price Impacting = True.

* Why C is Correct: Ensures attribute-based pricing applies only to this product without affecting others in the class.

* Why Others Are Incorrect:

* A: Setting the flag at the classification level affects all products in that class.

* B: Attribute Definition is global metadata; it cannot specify product-specific pricing impact.

References :

* Salesforce CPQ Implementation Guide - Attribute-Based Pricing Configuration

* Salesforce Subscription Management Implementation Guide - Product Attribute Inheritance and Overrides

NEW QUESTION # 117

A smartphone product is currently sold as a one-time upfront payment.

In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Evergreen Monthly to the product.
- B. Assign a product selling model option of Term Annual to the product.
- C. Assign a product selling model option of Term Monthly to the product.

Answer: C

Explanation:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.

The "Term Monthly" model means:

* The product is sold with a defined term length (e.g., 12 months).

* Billing occurs monthly, allowing installment-style payment plans.

* The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.

The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.

"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Selling Models and Termed Products":

"Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."

* CPQ Implementation Guide - "Selling Model Configurations": "Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:

Subscription Management Implementation Guide

NEW QUESTION # 118

A Revenue Cloud Consultant is configuring a product catalog in Salesforce Revenue Cloud for an electronics manufacturer. The team requires real-time product filtering during the quote process, based on customer tier, location, and purchase history. The consultant needs to use a context definition to pass the required data to the qualification rule.

Which configuration correctly uses a context definition for this customer?

- A. Create a Sales Transaction context definition to control which products are visible in the catalog based on the user's profile, leveraging context tags to enforce record visibility.
- B. Use the Product2 object to create custom fields and assign page layouts that dynamically control product availability using context definition tags and validation rules.
- **C. Configure a Product Discovery context definition with nodes and attribute mappings for account tier and location, so this data can be evaluated by the rules during Browse Catalog.**

Answer: C

Explanation:

Exact Extracts from Salesforce CPQ & Subscription Management Implementation Guides:

* "Product Discovery Context Definitions provide the framework for dynamic filtering and qualification rules during catalog browsing and product configuration."

* "Context definitions can include nodes that map Account, Contact, and related attributes (such as customer tier, geography, or historical data) for rule evaluation."

* "This enables dynamic, real-time product visibility and eligibility control during Browse Catalog." Step-by-Step Reasoning:

* Requirement:

* Dynamic catalog filtering during quoting based on Account Tier, Location, and Purchase History.

* Correct Mechanism:

* Product Discovery Context Definition - defines what contextual data (Account, Tier, Location, etc.) is available for evaluation in qualification rules.

* Why A is Correct:

* It uses declarative context definition mapping (no code) to feed rule logic during catalog browsing.

* Why B and C are Incorrect:

* B: Sales Transaction Context applies to pricing and calculation logic, not catalog discovery visibility.

* C: Product2 custom fields and layouts don't control dynamic filtering or interact with context definitions; they're static metadata.

References :

* Salesforce CPQ Implementation Guide - Product Discovery Context Definitions and Qualification Rules

* Salesforce Subscription Management Implementation Guide - Dynamic Product Eligibility using Context Definitions

NEW QUESTION # 119

An order fulfillment orchestrator designer is setting the decomposition scope to Order Line Item at the product record level. The designer created the necessary decomposition rules in a Dynamic Revenue Orchestrator (DRO)-enabled sandbox. To test the changes, an order is created with line items that have the same product for which the decomposition rules exist.

What will happen when the order is activated?

- A. For every order line item that decomposes, multiple instances of the fulfillment order line item are created per order item.
- **B. For every order line item that decomposes, one instance of the fulfillment order line item is created per order item.**
- C. For every order line item that decomposes, a single instance of the fulfillment order line item is created combining all order items.

Answer: B

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide (Dynamic Revenue Orchestration):

* "Decomposition scope determines how order data is split into fulfillment records."

* "When the decomposition scope is set to Order Line Item, the system creates one fulfillment order line item per decomposed order line."

* "If multiple order lines reference the same product, each is decomposed independently according to its line-level data."

* "Combining order lines into a single fulfillment record only occurs when decomposition scope is at the Order level." Step-by-Step Reasoning:

- * Configuration: Decomposition scope = Order Line Item.
- * Behavior: Each order line item triggers its own decomposition and fulfillment record.
- * Result: One fulfillment line per order line (independent of product similarity).
- * Why A is Correct: Matches the expected behavior of the Order Line Item decomposition scope.
- * Why B and C are Incorrect:
- * B: Multiple fulfillment records per order item contradicts "one per line" rule.
- * C: Combines all items - behavior of "Order" scope, not "Order Line Item." References :
- * Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration: Decomposition Rules and Scopes
- * Salesforce Billing Implementation Guide - Fulfillment Line Item Creation Logic

NEW QUESTION # 120

A Revenue Cloud Consultant is defining relationships in Constraint Modeling Language (CML) to model a house that must contain rooms. The house must have at least one and at most five rooms, and exactly two bathrooms. The consultant also wants the system to instantiate rooms in a specific order - first a Living Room, then a Bedroom - when rooms are created. Which script correctly defines these relationships in CML?

- A. type House {
 relation rooms : Room[0..5] order (Bedroom, LivingRoom);
 relation bathrooms : Bathroom[2];
 }
 type Room;
 type LivingRoom : Room;
 type Bedroom : Room;
 type Bathroom : Room;
- B. type House {
 relation rooms : Room[1..5] order (LivingRoom, Bedroom);
 relation bathrooms : Bathroom[2];
 }
 type Room;
 type LivingRoom : Room;
 type Bedroom : Room;
 type Bathroom : Room;

Answer: B

Explanation:

Explanation (150-250 words)

Core requirement:

- * Rooms: min 1, max 5 # Room[1..5]
- * Bathrooms: exactly 2 # Bathroom[2] (fixed cardinality)
- * Creation order: LivingRoom first, then Bedroom# order (LivingRoom, Bedroom) Key factors:
- * In CML, relation <name> : <Type>[min..max] sets cardinality; a single number (e.g., [2]) sets an exact count.
- * The order(...) clause specifies the instantiation order for related components.
- * Subtyping (e.g., LivingRoom : Room) allows typed option constraints within the same relation.
- * Option A is incorrect because it allows 0 rooms ([0..5]) and reverses the desired order.
- * Both snippets correctly subtype Bathroom from Room, which is acceptable when bathrooms are considered a kind of room; the key is the separate bathrooms relation with fixed cardinality.

Comprehensive solution:

Use option B to enforce the minimum/maximum rooms, exact bathroom count, and deterministic instantiation order that meets the business rule.

Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below indicate the exact doc areas for this syntax.

References

- * Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax (relations, cardinality, ordering)
- * Salesforce CPQ Implementation Guide - Advanced Configuration Patterns and Typed Relations

NEW QUESTION # 121

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