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## Salesforce Rev-Con-201 Salesforce Certified Revenue Cloud Consultant

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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q104-Q109):

### NEW QUESTION # 104

A company is implementing Revenue Cloud. The company uses complex and varying tax calculations, so some of its existing products have tax calculated in a custom application. A business decision was made to keep using the custom application for the existing products and use Revenue Cloud for any new product introductions.

How should the company generate and post invoices, including the taxes for the existing products?

- A. Import External Tax Lines into Billing from the custom application via CSV.
- **B. Integrate the custom app with the Billing TaxEngineAdapter Apex interface.**
- C. Integrate AppExchange apps of partners with the Billing TaxEngineAdapter Apex interface.

**Answer: B**

Explanation:

Explanation (150-250 words)

In Salesforce Billing, tax computation can be handled internally using the Salesforce Tax Engine or externally via integration through the Billing TaxEngineAdapter Apex interface.

When a company uses a custom tax application and wants Salesforce Billing to respect its calculated taxes, the correct and scalable approach is to integrate the custom app directly with this interface.

The TaxEngineAdapter allows Salesforce Billing to call an external system during invoice generation to retrieve tax amounts and details, which are then automatically included in the Invoice Line Tax records. This ensures taxes are calculated, stored, and posted correctly for both existing and new products without manual CSV imports.

Exact Extract from Salesforce Billing Implementation Guide:

"Use the TaxEngineAdapter Apex interface to integrate external tax calculation engines with Salesforce Billing. The adapter is invoked automatically during invoice generation to compute and apply taxes." References:

Salesforce Billing Implementation Guide - Tax Engine Integration and TaxEngineAdapter Interface  
Salesforce Revenue Cloud Developer Guide - External Tax Service Integration  
Salesforce Billing Data Model - Invoice and Tax Line Relationships

### NEW QUESTION # 105

A Revenue Cloud Consultant needs to create a dynamic product bundle where the available options and default selections are determined by the customer's industry, a field stored on the parent Opportunity record.

How should the consultant achieve this?

- A. By creating a Product Configuration Rule that reads the Opportunity's industry field and applies the logic before the configurator UI loads, and ensures that all actions are executed
- **B. By defining a context-aware rule using the Constraint Model that references the Opportunity's industry field to enforce product selection or set attribute values**
- C. By using a before-save flow on the Quote object to validate the product selections against the Opportunity's industry field to prevent an invalid configuration from being saved

**Answer: B**

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, when product bundle behavior must change dynamically based on contextual data (e.g., Opportunity or Account fields), the correct approach is to use context-aware Constraint Models.

Constraint Models can reference context attributes, such as the Industry field from the parent Opportunity, to dynamically control which product options are available or preselected during bundle configuration.

This approach ensures the configurator UI loads with the correct options and default selections without additional automation or UI components. The logic resides in the Constraint Model, which can define inclusion, exclusion, or recommendation rules that evaluate the context in real time.

Flows or configuration rules (like option B) don't have direct access to Opportunity context within the configurator session; Constraint Models are specifically designed for contextual, attribute-driven logic.

Exact Extract from Salesforce CPQ Implementation Guide:

"Constraint Models can reference contextual data from related records such as Opportunity, Account, or Quote to drive dynamic

product configuration behavior." References:

Salesforce CPQ Implementation Guide - Constraint Models and Context Awareness  
Salesforce Revenue Cloud Developer Guide - Contextual Attributes in Product Configuration  
Salesforce CPQ Best Practices - Dynamic Bundling Based on Context Data

### NEW QUESTION # 106

A product administrator needs to add a required rule using Constraint Modeling Language (CML) so that whenever a product called Desktop is added to a quote, another standalone product called Monitor will be automatically added.

What is the correct CML syntax to write this rule?

- A. type Quote { relation desktop : Desktop[0..99]; relation monitor : Monitor[0..99]; constraint(desktop, monitor, "Desktop requires Monitor"); }
- B. type Quote { relation desktop : Desktop[0..99]; relation monitor : Monitor[0..99]; require(desktop [Desktop],monitor[Monitor], "Desktop requires Monitor"); }
- C. type Quote { relation desktop : Desktop; relation monitor : Monitor; require(Desktop[Desktop],Monitor [Monitor], "Desktop requires Monitor"); }

**Answer: B**

Explanation:

Explanation (150-250 words)

Constraint Modeling Language (CML) defines logical relationships between quote line items, allowing administrators to automate dependency and compatibility logic in Salesforce CPQ.

The keyword require() explicitly establishes a dependency that ensures one product must exist when another is present in a quote.

The correct syntax must define relationships with multiplicity ranges (e.g., [0..99]) and use the require() function, not constraint(), to specify the rule. Option B meets these criteria:

```
type Quote {  
  relation desktop : Desktop[0..99];  
  relation monitor : Monitor[0..99];  
  require(desktop[Desktop], monitor[Monitor], "Desktop requires Monitor");  
}
```

This ensures that when "Desktop" is added, "Monitor" is automatically included. The other options are incorrect because:

\* Option A uses the wrong function (constraint() instead of require()), which defines logical conditions but doesn't enforce automatic inclusion.

\* Option C omits multiplicity, which is required for valid relationship definition.

Exact Extract from Salesforce CPQ Implementation Guide:

"The require() statement in CML defines a dependency rule so that when one product is selected, the dependent product is automatically added to the quote." References:

Salesforce CPQ Implementation Guide - Constraint Rules and CML Syntax

Salesforce Revenue Cloud Developer Guide - Defining Product Relationships in CML

### NEW QUESTION # 107

A product administrator is tasked with creating a Work Anywhere software bundle that has two components.

The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price.

What should the product administrator set for the quantity scaling method for each of the bundle components?

- A. VPN License = Proportional, Classroom Training = Constant
- B. VPN License = Proportional, Classroom Training = None
- C. VPN License = None, Classroom Training = Proportional

**Answer: A**

Explanation:

Explanation (150-250 words)

\* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional. Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

\* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale = Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled = True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

\* Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).

\* Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.

\* Bundled = True: option price is included in bundle price.

Key Steps (concise)

\* Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional

\* Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True

References (document/source names only; no links)

\* Salesforce CPQ Implementation Guide - Product Bundles and Options

\* Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)

\* Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

### NEW QUESTION # 108

A Revenue Cloud Consultant needs to add clauses to a Master Subscription Agreement (MSA) document template. The consultant already has the DocGen Designer and Clause Designer User permission sets assigned.

Which additional permission set assignment does the consultant need to begin building this document template?

- A. Obligation Assignee
- B. OmniStudio Admin
- C. Microsoft 365 Word Designer

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's document generation (DocGen) capabilities for Revenue Lifecycle Management leverage Microsoft Word as the template and clause authoring environment via an add-in. Salesforce provides a dedicated permission set for users who need to actually design and edit templates in Microsoft Word.

The documentation for DocGen and template design describes a permission set similar to:

Microsoft 365 Word Designer

Assign this permission set to users who design and edit document templates using the Microsoft 365 Word add-in for Revenue Lifecycle Management. This permission set enables access to the Word-based template designer experience.

The DocGen Designer permission set allows the user to manage document packages, configurations, and related document-generation assets within Salesforce. The Clause Designer User permission set allows management and usage of clauses, including organizing and inserting them into templates. However, to open Microsoft Word and actually build/edit the Master Subscription Agreement (MSA) document template with clauses, the consultant must also have Microsoft 365 Word Designer.

Why the other options are incorrect:

\* Option A - OmniStudio Admin This permission set is related to OmniStudio tools (FlexCards, OmniScripts, etc.), which are not required to build Word-based DocGen templates. It's not referenced as a requirement in the Revenue Cloud / RLM DocGen template design flow.

\* Option B - Obligation Assignee Obligation-related permission sets are used to manage obligations and related tasks (for example, tracking contractual obligations, assignments, or approvals). They are not required just to design or edit a document template with clauses. The documentation clearly separates obligation management from template design.

Therefore, the correct additional permission set required to start building the MSA template with clauses in Word is Microsoft 365 Word Designer (Option C).

References (Salesforce Revenue Cloud documentation / study materials):

\* Salesforce Revenue Lifecycle Management / Revenue Cloud: DocGen Setup and Permissions

\* Salesforce Revenue Lifecycle Management Implementation Guide: Document Generation and Clause Management

\* Salesforce Help: Permission Sets - DocGen Designer, Clause Designer User, Microsoft 365 Word Designer

### NEW QUESTION # 109

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