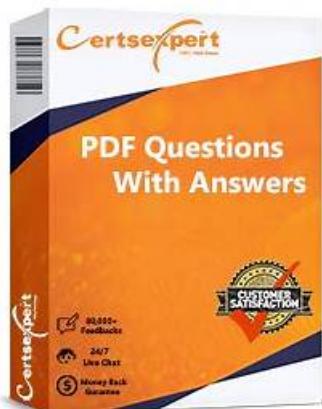


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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q95-Q100):

### NEW QUESTION # 95

Universal Containers (UC) recently acquired another company called Cloud Kicks (CK). UC uses Revenue Cloud to manage its Product-to-Cash business process. CK manages its process using a custom app with standard Salesforce objects like Asset, Quote, Order, etc. Both Salesforce orgs will be merged into a single org with different processes until a long-term solution is implemented. Sales leadership would like to clearly differentiate between the assets sold by UC and those sold by CK.

How should this be achieved out of the box?

- A. Use a custom field to identify the source as Revenue Cloud or Custom App.
- B. Use HasLifecycleManagement to identify the source as Revenue Cloud or Custom App.
- C. Use Asset Action Source to identify the source as Revenue Cloud or Custom App.

### Answer: B

Explanation:

The standard way to identify whether an Asset is managed by Salesforce Revenue Cloud's Lifecycle Management engine is by using the HasLifecycleManagement field. This out-of-the-box field is a Boolean value on the Asset object that indicates whether the asset is tied to Revenue Lifecycle-managed records (e.g., originating from CPQ+ or Subscription Management flows).

This field enables reporting, filtering, and business logic to segment Revenue Cloud-managed assets from assets generated through custom or legacy systems like CK's app. It is the most appropriate solution in this scenario as it requires no customization and is supported natively by Salesforce.

- \* Option B suggests creating a custom field, which is unnecessary since the platform already provides a system field for this purpose.
- \* Option C (Asset Action Source) refers to tracing asset actions to originating events, but it is not suitable for broad classification of asset origin or management type.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* Subscription Management Implementation Guide - "Asset Data Model": "The HasLifecycleManagement field flags whether an asset is lifecycle-managed by Revenue Cloud. This is useful in environments where assets come from multiple systems."

\* Revenue Cloud Data Dictionary - "Asset Object": "Use HasLifecycleManagement to distinguish system-managed assets from externally generated or legacy assets." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Cloud Data Dictionary

Asset Lifecycle Management Documentation

### NEW QUESTION # 96

A sales user created a quote with one line item last week, and new features were deployed to production over the weekend. This week, the sales user observed several issues while configuring the quote: The Browse Catalog is not showing products, and configuring any of the existing line items is showing the error "Something went wrong while processing your configuration changes." What is a reason for the issues?

- A. The context definition for the pricing procedure must use the context definition selected on the Pricing Setup page.
- B. The context definition for the pricing procedure must use the context definition selected on the Revenue Settings page.
- C. The context definition for the pricing procedure must use the context definition selected on the Product Discovery Settings page.

### Answer: A

Explanation:

Exact Extracts from Salesforce Revenue Cloud Documentation (Pricing Setup and Context Configuration):

\* "Pricing procedures depend on the active Context Definition configured in Pricing Setup."

\* "If the pricing context definition referenced in a pricing procedure does not match the one selected in Pricing Setup, the product discovery flow and pricing engine will fail to initialize."

\* "This mismatch can result in catalog browsing errors or configuration failures during quoting." Step-by-Step Reasoning:

\* Issue observed: Product Discovery and configuration errors after new deployments.

\* Root cause: After deployment, the system's Pricing Context Definition likely changed or was reset, creating a mismatch between the pricing procedure and the context currently selected in Pricing Setup.

\* Why C is correct:

\* The pricing engine reads the active Context Definition from the Pricing Setup page.

\* If the pricing procedure still points to an old or invalid context definition, pricing and catalog data can fail to load.

\* Why A & B are incorrect:

\* The Revenue Settings and Product Discovery Settings contexts control billing or catalog discovery flows, not the pricing engine's logic context.

References :

\* Salesforce CPQ Implementation Guide - Pricing Context Definitions and Pricing Setup

\* Salesforce Subscription Management Implementation Guide - Product Discovery and Pricing Context Integration

## NEW QUESTION # 97

A new product administrator has been tasked with managing the product catalog for their company. They can view product records in the catalog but can't make any edits.

What should a consultant do to fix this issue?

- A. Grant the Modify All Data permission on the Product object for the administrator.
- B. Add the administrator to the Product Management Queue.
- **C. Assign the Product Catalog Management Designer permission set license to the administrator.**

### Answer: C

Explanation:

In Salesforce Revenue Cloud, the ability to manage product records within the product catalog is governed by specific permission sets and licenses. If a user can view but not edit product records, they likely lack the proper Permission Set License (PSL) required to perform product catalog modifications.

The correct solution is to assign the Product Catalog Management Designer permission set license, which enables users to:

- \* Create and update product records
- \* Manage attributes, configurations, and pricing
- \* Work with product relationships and dependencies

According to the Salesforce CPQ Implementation Guide, this permission set is essential for users responsible for catalog operations. Option A (Product Management Queue) is unrelated to user permissions.

Option B (Modify All Data) is overly permissive and not best practice for security and data integrity; it grants unrestricted access to all objects, which is not necessary.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CPQ Implementation Guide - "User Permissions for Product Management": "Assign the Product Catalog Management Designer permission set license to users responsible for managing product and pricing records. This license includes edit access for key product catalog components."

\* Revenue Cloud Admin Guide - "Setting Up Product Catalog Roles": "Use the appropriate PSL to ensure least privilege while granting catalog modification capabilities." References:

Salesforce CPQ Implementation Guide

Salesforce Revenue Cloud Admin Guide

Salesforce Permission Set License Reference Documentation

## NEW QUESTION # 98

A company is offering a subscription service with a standard monthly price of US\$200. The proration settings are as follows:

\* Proration Period: Monthly

\* Period Boundary: Align to Calendar

\* Partial Periods Allowed: Yes

A customer begins their subscription on March 20, 2021, and ends it on December 31, 2021.

For the initial partial period (March 20-31), which formula should the consultant use to calculate the proration multiplier?

- A. Proration Multiplier = Number of days used in March / Total number of days in March
- B. Proration Multiplier = Number of days used in a year / Total number of days in a year
- **C. Proration Multiplier = Number of remaining days in March / Total number of days in March**

### Answer: C

Explanation:

In Salesforce Billing and Subscription Management, proration is applied when a customer begins or ends service mid-period. With

Monthly Proration and Calendar-Aligned Boundaries, the system determines the correct prorated charge by calculating the proportion of the month the service is active.

For a start date of March 20, the service is active from March 20 to March 31. The correct proration multiplier formula is:

Number of remaining days in March / Total number of days in March

This calculates the billable fraction of the month and applies it to the monthly price. In March, there are 31 days, so the proration multiplier is:

$$(31 - 20 + 1) / 31 = 12 / 31 \approx 0.3871$$

This aligns with Salesforce's proration logic when "Partial Periods Allowed = Yes" and "Align to Calendar" is selected.

Option B incorrectly calculates used days, not remaining days.

Option C applies to Annual Proration, not monthly, and is not relevant here.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* Subscription Management Implementation Guide - "Proration Settings": "For calendar-aligned billing periods, the proration multiplier is calculated as (remaining days in period / total days in period)."

\* Billing Implementation Guide - "Partial Period Calculation Examples": "When partial periods are enabled, proration applies from service start to end of period based on remaining days." References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide

Proration and Billing Period Calculations Guide

## NEW QUESTION # 99

Universal Containers (UC) sells complex Enterprise Connectivity Suites made up of physical hardware, cloud software, and services. Each component demands a unique fulfillment process, but UC's current system treats all orders uniformly, causing delays and errors. UC needs to break down complex orders, apply custom fulfillment plans per product, and ensure tailored delivery.

Which Revenue Cloud capability should solve UC's problems with accurate order fulfillment?

- A. Dynamic Revenue Orchestrator (DRO)
- B. Product Configurator
- C. Salesforce Experience Cloud for customer portals

### Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Dynamic Revenue Orchestrator (DRO) is Revenue Cloud's orchestration engine for post-order processes.

Documentation describes DRO capabilities such as:

- \* Decomposing orders into multiple fulfillment tasks or sub-orders based on product configuration.
- \* Applying different orchestration/fulfillment plans for hardware, software, and services.
- \* Managing task dependencies, SLAs, and routing to the appropriate teams and systems.

Product Configurator (B) manages configuration at quote time, not post-order orchestration.

Experience Cloud (C) provides portals, not order decomposition or fulfillment flows.

References:

Revenue Lifecycle Management / Dynamic Revenue Orchestrator Guide - Order Decomposition and Fulfillment Plans Revenue Cloud Implementation Guide - Orchestration of complex orders

## NEW QUESTION # 100

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