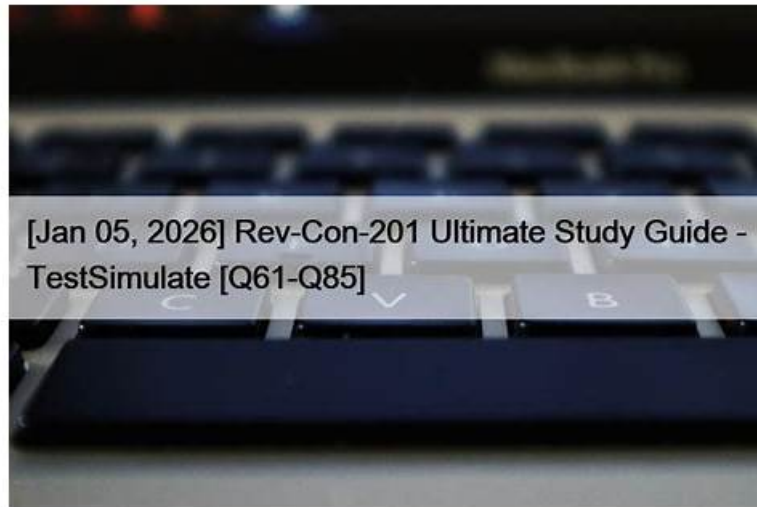


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Now we can say that Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam questions are real and top-notch Salesforce Rev-Con-201 exam questions that you can expect in the upcoming Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam. In this way, you can easily pass the Rev-Con-201 exam with good scores. The countless Rev-Con-201 Exam candidates have passed their dream Rev-Con-201 certification exam and they all got help from real, valid, and updated Rev-Con-201 practice questions, You can also trust on PassLeader and start preparation with confidence.

Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
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	• 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 4	• 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.

Topic 5	• Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
Topic 6	• 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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q119-Q124):

NEW QUESTION # 119

Which out-of-the-box invocable action is used within Renewal Flow Templates to generate renewal Quotes or Orders from expiring Assets?

- **A. InitiateRenewal**
- B. CreateRenewalAsset
- C. GenerateRenewalTransaction

Answer: A

Explanation:

The InitiateRenewal invocable action is the standard Revenue Cloud action used inside renewal flow templates to generate a renewal Quote or Order from one or more Assets approaching their end date. It handles linking the new transaction back to the originating Asset and the associated renewal Opportunity for forecasting purposes, removing the need for custom Apex to build this logic.

NEW QUESTION # 120

A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- A. Create a constraint rule in the Constraint Model at the Quote Level.
- B. Create a custom Lightning web component to validate the attribute quantity.
- **C. Create a constraint rule in the Constraint Model at the Product Level.**

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce CPQ, Constraint Models define validation, inclusion, and compatibility rules that control product configuration behavior. When a validation or warning depends on an attribute value of a single product, the logic should be defined at the Product

Level Constraint Model.

In this scenario, the "Terabyte" attribute belongs to "Product A," and the business rule requires displaying a warning message when the attribute exceeds 100. Implementing this at the Product Level Constraint Model ensures that the rule evaluates only that product's context and triggers the message directly within the configuration page when users input the attribute value.

Quote-level constraint models are used for cross-product validations across multiple quote lines, not for product-specific attribute conditions. Therefore, option C correctly uses the Product Level Constraint Model.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Level Constraint Models when the validation logic applies to a specific product's attributes or options. Use Quote Level models when the logic involves multiple products or quote lines." References:

Salesforce CPQ Implementation Guide - Constraint Models and Rule Hierarchies Salesforce Revenue Cloud Developer Guide -

Product-Level Attribute Validation Salesforce CPQ Best Practices - Warning Messages and Validation Rules in Configuration

NEW QUESTION # 121

A new order is created with these details:

- * The account has a default Billing Profile with a billing address in San Francisco.
- * An order is created associated with this account with a billing address in New York.
- * The order has a billing account attached with a billing address in Chicago.

When billing processes the order, which city will be used?

- A. San Francisco
- B. New York
- C. Chicago

Answer: C

Explanation:

The supplied source identifies Chicago, the address associated with the Billing Account, as the address used when Billing processes the order.

Revenue Management distinguishes the customer/account participating in the commercial transaction from the account responsible for billing. Where a Billing Account is explicitly associated with the order, billing-related information can be derived from that billing-specific relationship rather than from the general account default or another address carried on the commercial Order.

The San Francisco address belongs to the Account's default Billing Profile. That serves as a default when a more transaction-specific billing source does not take precedence. New York is present directly on the order, but the scenario deliberately introduces a Billing Account with its own Chicago billing address. The supplied answer establishes that the Billing Account has precedence in this hierarchy for billing processing.

This type of precedence matters in B2B scenarios where the buyer, service recipient, and payer can be different organizational entities. Revenue Management must therefore resolve the billing address from the correct financial-account context.

Study Guide Reference: Invoice Management - Billing Accounts; Billing Profiles; billing-address derivation and order billing

NEW QUESTION # 122

In the new fiscal year, the pricing team has released updated prices for all of its products. A sales rep had an agreement with one of their customers stating that as soon as new prices are released, the original prices would need to be refreshed, as they had been given a heavy discount on their original deal. The sales rep will need to ensure that there is no service disruption to the customer during the price updating process. How should the sales rep configure the deal to pull the updated prices for this customer's assets?

- A. Change the end date of the Asset, re-add the product with the same quantity, and go through the Quote to Order process.
- B. Amend the original asset, negate the original quantity, re-add the product with the same quantity, and go through the Quote to Order process.
- C. Amend the original asset, leave the original quantity, reprice the quote, and go through the Quote to Order process.

Answer: C

Explanation:

The correct approach to refresh prices for existing assets without service disruption is to amend the original asset, leave the original quantity unchanged, and use the reprice functionality. This method ensures continuity while updating pricing terms.

When amending an asset in Revenue Cloud, the amendment flow allows sales reps to create an amendment quote reflecting the desired changes. The amendment quote inherits the asset's current configuration while allowing price adjustments. By leaving the quantity unchanged but repricing the quote, the system applies the new pricing without requiring the customer to purchase additional units or experience a service gap.

After repricing the amendment quote with the updated prices, the sales rep creates and activates an order from the quote. Upon order activation, the system processes the amendment by creating new Asset Actions that update the asset's financial terms while maintaining the customer's existing subscription. This approach preserves service continuity because the asset never goes inactive; it simply gets updated with the new pricing terms effective from the amendment start date.

Option A (negate quantity and re-add) would create unnecessary complexity and could cause momentary service gaps as the original quantity goes to zero before re-adding. This approach is inefficient for simple price updates. Option C (changing end date and re-adding) similarly creates duplication and potential service disruption. The reprice amendment approach, per the Amendment Creation process documented in Revenue Cloud, is the streamlined method that updates pricing while maintaining uninterrupted customer service.

References: Revenue Cloud Help - Asset Lifecycle Management, Amend, Renew, and Cancel Assets in Revenue Cloud, Asset Creation and Amendment Tutorial

NEW QUESTION # 123

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called 'Shipping Service'. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately. What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Account
- B. Bundle
- C. Order

Answer: C

Explanation:

In Salesforce Revenue Cloud's Subscription Management and Order Fulfillment framework, Decomposition Scope determines how fulfillment requests are grouped during the decomposition process. If the goal is to group multiple commercial products (and their technical/fulfillment counterparts) from different bundles within the same order into a single shipment, the appropriate scope is "Order".

Using Order-level Decomposition Scope ensures that all applicable products within the same order are processed as a single unit for fulfillment, which is ideal when shipping coordination is needed across bundles or product lines. This avoids generating multiple shipments for each product or bundle, thereby streamlining logistics and enhancing customer experience.

NEW QUESTION # 124

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