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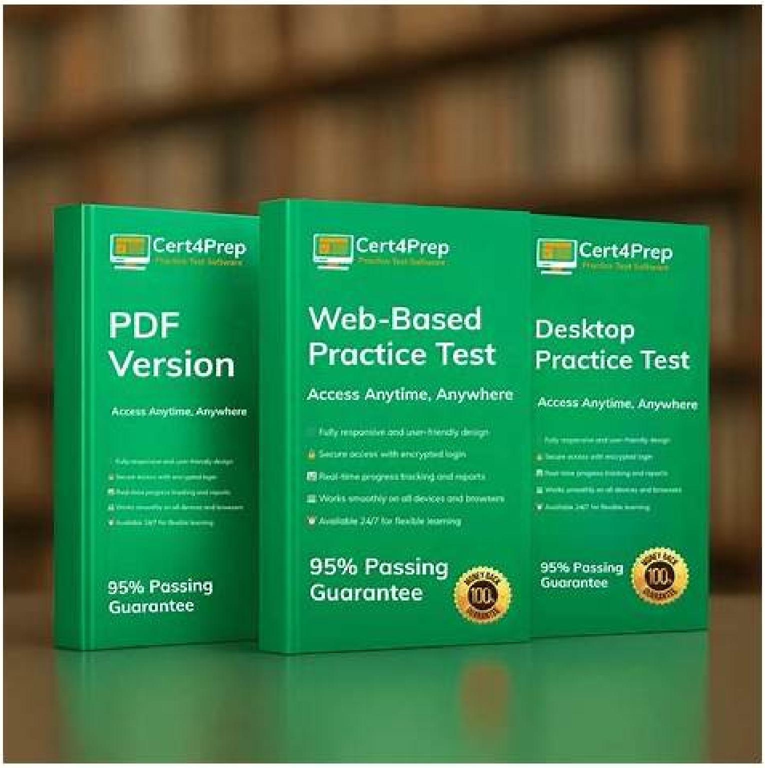

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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.
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	• 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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q148-Q153):

NEW QUESTION # 148
A Revenue Cloud Consultant confirmed that a user has the correct permissions and license access to view and amend assets. However, when the user navigates to the Account page, they do not see any assets available for amendment, even though active assets exist.
What is the reason the user cannot see the assets?

- A. The Managed Asset Viewer component and the Asset related list are missing from the Account page layout.
- B. The consultant needs to set up the Amend, Renew, and Cancel flow to allow amendments and renewals.
- C. The asset records have expired and, as a result, are no longer displayed on the Account page.

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
The Managed Asset Viewer is a Lightning component that must be added to the Account Lightning page to display and manage assets. In addition, the Asset related list can also be surfaced for basic asset visibility.
Revenue Cloud documentation notes that users may have full object access but still be unable to see assets if:
* The Managed Asset Viewer component is not placed on the Account page.
* The Asset related list is not included on the layout.
Amend/Renew/Cancel flows (C) drive process but do not control base visibility. Expired assets (B) may still be visible depending on filters; this does not explain "no assets visible" when active ones exist.

References:
Revenue Lifecycle Management Implementation Guide - Managed Asset Viewer Setup and Page Configuration

NEW QUESTION # 149
A high-tech company offers cloud storage services and wants to define different rates for API calls based on customers' usage patterns.
How should a consultant set up this requirement?

- A. Use base card entries
- B. Use tier rate entries
- C. Use attribute rate entries

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Salesforce Billing and Subscription Management support multiple usage-based pricing (UBP) models.
From the Subscription Management and Billing Implementation Guides:
* "Attribute rate entries enable pricing based on characteristics of usage events, including call type, region, or customer usage behavior."
* "Use attribute rate entries when pricing varies based on usage attributes and patterns, not volume alone." This fits the requirement of applying different rates to API calls depending on how customers use the service.
Why other options are incorrect:
* Base card entries: Apply a flat rate.
* Tier rate entries: Apply rates based on volume tiers, not usage attributes.
References:Salesforce Billing Implementation Guide - Usage-Based Pricing Models; Attribute Rate Pricing.

NEW QUESTION # 150
A development team is designing a new Salesforce solution. During the design phase, a team member suggests incorporating a feature that was showcased on a future Salesforce product roadmap.
Given Salesforce's 'Safe Harbor' statement, how should the team approach this suggestion regarding their current design?

- A. All design elements must adhere to the current, generally available features and avoid any unreleased features shown on the roadmap.
- B. The team can design and build the solution based on the future roadmap items as they will become available soon.
- C. With verbal confirmation from a Salesforce Product Manager, the team can incorporate design elements based on roadmap items.

Answer: A

Explanation:
* "Any unreleased services or features referenced are not currently available and may not be delivered on time or at all."
* "Customers should make their purchase decisions based upon features that are currently available." Why B is correct (Step-by-step):
* Understand the core requirement: Salesforce's Safe Harbor requires that plans and designs do not depend on unreleased functionality.
* Key factors: Roadmap items are forward-looking, may change, slip, or never ship. Verbal confirmations do not change Safe Harbor constraints.
* Comprehensive solution: The team should design solely with GA capabilities and, if the roadmap feature becomes GA later, refactor or enhance the design at that time. To accommodate future possibilities, use extensible patterns (e.g., interface-driven design, feature toggles) that work with today' s GA features yet allow safe adoption later-without committing to non-GA behavior now.
Incorrect options:
* A: Violates Safe Harbor by presuming delivery/timeline of unreleased features.
* C: Verbal confirmation does not override Safe Harbor; relying on it is noncompliant.
References
* Salesforce CPQ Implementation Guide - Safe Harbor / Forward-Looking Statements
* Salesforce Billing Implementation Guide - Safe Harbor / Forward-Looking Statements
* Salesforce Subscription Management Implementation Guide - Safe Harbor / Forward-Looking Statements

NEW QUESTION # 151
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 defining a context-aware rule using the Constraint Model that references the Opportunity's industry field to enforce product selection or set attribute values
- B. 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
- C. 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

Answer: A

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 # 152
A company sells a wide range of products across multiple business units. Each product must support different selling models, such as one-time, term-based, and evergreen. The company wants to bundle these products in configurable ways without duplicating product records. Additionally, product attributes should be reusable across offerings, and product teams need to maintain the catalog with minimal manual effort.
Given these requirements, how should a consultant design the product catalog in Revenue Cloud?

- A. Create separate product records for each business unit and selling model combination to handle variations independently.
- B. Use product classifications for attribute reuse and apply selling models at the product level to support flexibility.
- C. Use static bundles with hard-coded attributes for each selling model to simplify configuration.

Answer: B

Explanation:
* "Product Classifications allow you to define and manage attributes that are reusable across multiple products, ensuring catalog consistency and reducing maintenance."
* "Selling Models define how a product is sold-one-time, term-based, or evergreen-and can be applied to a product without duplicating the record."
* "A flexible catalog design leverages reusable metadata like Product Classifications, Selling Models, and Attribute Sets rather than creating separate product records for each variation."
* "Dynamic or configurable bundles support product combinations across business units without static dependencies or hard-coded configurations." Step-by-Step Reasoning:
* Core Requirement: Minimize catalog duplication while supporting various selling models and reusable attributes.
* Key Design Factor: Use Product Classifications to standardize and reuse product attributes across offerings.
* Implementation Approach: Assign Selling Models at the product level (One-Time, Term, Evergreen) for flexible pricing and lifecycle management.
* Outcome: This setup enables consistent catalog governance, lower maintenance, and support for configurable bundles across multiple business units.

Incorrect Options:
* A: Creates redundant records and increases maintenance.
* C: Static bundles eliminate flexibility and reusability, conflicting with requirements.

References:
Salesforce Subscription Management Implementation Guide - Product Catalog and Classifications Salesforce CPQ Implementation Guide - Product Configuration and Selling Models Salesforce Billing Implementation Guide - Catalog Setup and Product Lifecycle Management

NEW QUESTION # 153
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