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Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

1. What should a system administrator use to disable access to a custom application for a group of users?
A. Profiles
B. Sharing rules
C. Web tabs
D. Page layouts - ✓✓A. Profiles

2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
B. Create a lookup field from the manufacturer object to the model object.
C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?

A. Notify the product manager using opportunity update reminders.
B. Enable opportunity teams and allow users to add the product manager.
C. Use similar opportunities to show opportunities related to the product manager.
D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q79-Q84):

NEW QUESTION # 79

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. Order**
- C. Bundle

Answer: B

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.

Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the

grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use

'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:

Subscription Management Implementation Guide

Salesforce Order Management Configuration Guide

Revenue Cloud Fulfillment Architecture Notes

NEW QUESTION # 80

A Revenue Cloud Consultant manages a product catalog serving multiple regions and customer segments.

The team wants to dynamically control product visibility based on criteria such as region, industry, or customer type.

What is the recommended approach?

- A. Create separate catalogs and categories for each customer segment.
- B. Use multiple price book entries and assign different price books to users based on region.
- C. Use qualification rules to control product visibility based on business criteria.

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud recommends using Qualification Rules for:

* Contextual product visibility in Browse Catalog and Product Discovery.

* Evaluating criteria like region, industry, and account attributes using decision tables and qualification procedures.

Multiple price books (A) address pricing, not visibility. Separate catalogs (B) can be used in some cases, but quickly become complex; qualification-based visibility is the scalable, recommended method.

References:

Product Catalog Management Guide - Qualification Rules for Product Visibility Revenue Lifecycle Management Implementation

Guide - ProductQualification Decision Tables

NEW QUESTION # 81

A customer uses a price book to populate list prices. They need to override the list price by 10% if the product is being sold in an emerging market. The emerging market is identified on the quote via a custom field.

What should a pricing designer do to solve this?

- A. Use a formula-based pricing element to apply an override to the list price and use that to populate the list price for further calculations like total, discount, net prices, etc.
- B. Use a formula-based pricing element to apply an override to the list price value and populate a line item custom field for further calculations like total, discount, net prices, etc.
- C. Use a formula-based pricing element to apply the override to the unit price and use that to populate the list price for further calculations like total, discount, net prices, etc.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In Salesforce Pricing (Revenue Cloud):

* List Price is typically derived from the price book entry.

* A formula-based pricing element can override the list price based on conditions (such as a custom "Emerging Market" flag on the quote).

* Downstream pricing steps (discounts, totals, net prices) use this adjusted list price as the base.

Option A matches the documented pattern: override the list price using a formula element.

Option B confuses unit price vs list price as the base.

Option C puts the override into a custom field, which then would require additional custom logic for subsequent pricing steps.

References:

Salesforce Pricing / Revenue Lifecycle Management Guide - Formula-Based Pricing Elements; List Price Overrides

NEW QUESTION # 82

A Revenue Cloud Consultant wants to restrict the ability to cancel subscriptions via the cancel button in the Account > Managed Assets view. The consultant wants to ensure that only a select group of super users has access to this functionality. Which change does the consultant need to apply for this requirement?

- A. Modify the Managed Asset Viewer page layout for users who should not have access to the cancel button.
- B. Inactivate the Amend, Renew, and Cancel Assets screen flow for users who should not have access to the cancel button.
- **C. Unassign InitiateCancellation API permission for users who should not have access to the cancel button.**

Answer: C

Explanation:

Exact Extracts from Salesforce Subscription Management and Billing Implementation Guides:

* "The Cancel button in Managed Assets uses the InitiateCancellation Action API under the hood."

* "Access to this functionality is controlled by the InitiateCancellation permission."

* "Restricting this permission prevents users from triggering the cancellation process, even if the button or flow is visible." Step-by-Step Reasoning:

* Requirement: Only super users can cancel subscriptions.

* Mechanism: The cancel button invokes the InitiateCancellation Action API.

* Solution: Remove this API permission for general users.

* Why B is Correct:

* It directly controls backend access to cancellation logic.

* Super users retain permission; others cannot perform cancellations.

* Why Others Are Incorrect:

* A: Deactivating flows disables global processes - too broad and affects all users.

* C: Page layout changes hide the button visually but don't secure the backend API access.

References :

* Salesforce Subscription Management Implementation Guide - Action API Permissions and Managed Assets

* Salesforce Billing Implementation Guide - Asset Cancellation and Access Control

NEW QUESTION # 83

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?

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- C. Bundle

Answer: B

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".

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Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use 'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:

Subscription Management Implementation Guide

NEW QUESTION # 84

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