

Salesforce Rev-Con-201 Reliable Test Questions - Rev-Con-201 Exam Details



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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • 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 2	<ul style="list-style-type: none"> • Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
Topic 3	<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 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.
Topic 5	<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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q75-Q80):

NEW QUESTION # 75

A Billing Operations user needs to capture customer credits during negative amends and cancellations to represent a negative invoice balance. This information will be reused later for settling invoices before processing payments.

Which Revenue Cloud capability should the Billing Operations user use to do this?

- A. Debit Memo
- B. Cash Memo
- C. Credit Memo

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Billing, a Credit Memo is used to record and manage customer credits resulting from negative transactions—such as cancellations, returns, or amendments that reduce invoiced amounts. When a negative amend or cancellation occurs, Salesforce Billing automatically generates Credit Memo Lines to represent the negative value associated with the customer's account balance. Credit Memos serve multiple purposes: they reflect negative invoice balances, adjust billing records, and can later be applied to open invoices to offset charges or prepare the account for payment settlement. This ensures financial accuracy while maintaining a clear audit trail for adjustments.

By contrast, Debit Memos represent additional charges to customers, while Cash Memos are related to direct cash entries and do not manage negative invoice balances.

Exact Extract from Salesforce Billing Implementation Guide:

"A Credit Memo is used to record and manage customer credits resulting from negative transactions such as cancellations, refunds, or adjustments. These credits can be applied to open invoices or retained for future settlements." References:

Salesforce Billing Implementation Guide - Credit and Debit Memo Management
Salesforce Revenue Cloud Billing Data Model - Credit Memo and Invoice Relationships
Salesforce Billing Operations Guide - Refunds and Credits Workflow

NEW QUESTION # 76

A customer wants to define default entitlement for data storage that they want to sell.

What should they use to accomplish this?

- A. Rate Card Entries
- B. Product Usage Resource
- **C. Product Usage Grant**

Answer: C

Explanation:

In Salesforce Revenue Cloud, when a customer wants to define a default entitlement for a usage-based service (such as data storage), they should use a Product Usage Grant. This object is used to define:

- * The default quantity or amount a customer is entitled to
- * The type of usage (e.g., data, API calls, minutes)
- * Any limits or allowances that are bundled with a subscription or product Product Usage Grants are tied to the commercial product and are part of the entitlement management model in Salesforce Subscription Management. They enable entitlement tracking and enforcement of usage limits.
- * Product Usage Resource defines the type of resource being measured (e.g., "Data Storage").
- * Rate Card Entries are used to define pricing for overage or tiered usage, not entitlements.

Therefore, to specify the default amount included with a product, the correct object is Product Usage Grant.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Usage-Based Entitlements": "Use Product Usage Grants to define the included entitlements (e.g., 5GB of storage) that a customer receives with their subscription."

* Revenue Cloud Product Setup - "Usage Grant vs. Usage Resource": "Product Usage Resource defines what is measured. Product Usage Grant defines how much is granted." References:

Salesforce Subscription Management Implementation Guide

Revenue Cloud Usage-Based Product Configuration Guide

Salesforce CPQ and Billing Object Reference

NEW QUESTION # 77

A Revenue Cloud Consultant needs to display a list of products to be shown in the browse phase of a guided selling journey. Which Product Catalog Management business API should the consultant use to retrieve a list of products that belong to a specific catalog?

- A. Product Related Records List (POST)
- **B. Products List (POST)**
- C. Products List (GET)

Answer: B

Explanation:

The Products List (POST) API is the correct choice for retrieving a list of products belonging to a specific catalog during the browse phase of guided selling in Revenue Cloud. This API endpoint is specifically designed as a composite API for Product Discovery and provides comprehensive filtering capabilities.

According to the Revenue Cloud Developer Guide, the Products List (POST) resource is located at /connect/cpq/products and accepts POST requests with a JSON body. This API allows consultants to specify multiple parameters including catalogId, categoryId, priceBookId, productClassificationId, and various filtering criteria. The POST method is preferred over GET because it can handle complex request bodies with multiple filter criteria, user context information, and qualification/pricing procedures.

The API supports essential Product Discovery features such as enableQualification and enablePricing flags, which are critical during the browse phase. It can also include contextDefinition and contextMapping parameters to ensure proper data flow during guided selling. The Products List (POST) returns a paginated list of products with complete details including pricing information, qualification status, and catalog associations.

Option A (Products List GET) does not exist as a standard Product Catalog Management business API.

Option B (Product Related Records List POST) is used for retrieving related records like ProductRampSegment or ProductUsageGrant, not for product lists. The Products List (POST) API is explicitly documented in the Product Discovery Business APIs section of the Revenue Cloud Developer Guide for browsing and discovering products during the sales transaction process.

References: Revenue Cloud Developer Guide - Product Discovery Business APIs, Product Catalog Management Business APIs section

NEW QUESTION # 78

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 # 79

A subscription product that starts on July 1 is assigned a Billing Treatment at the Product Level that bills in arrears. However, the Billing Treatment assigned at the Order Product level is configured to bill in advance.

What is the correct statement regarding Billing Treatment?

- A. Billing Treatment at the Order Product level overrides the Product Level Billing Treatment.
- B. Billing Treatment resolution always prefers the Product Level over the Order Product level.
- C. Billing Treatments are only evaluated when no Legal Entity is defined.

Answer: A

Explanation:

In Revenue Cloud's billing hierarchy, the Order Product level Billing Treatment takes precedence over the Product Level Billing Treatment. According to Revenue Cloud billing documentation, when a Billing Treatment is configured at multiple levels, the system applies a priority hierarchy where the most specific (transactional) level overrides more general levels.

The Billing Treatment field configures whether a charge should be billed in advance (prior to service delivery) or in arrears (after service delivery). When this setting exists at both the Product level and the Order Product level, the Order Product level configuration is the final determining factor. In the given scenario, even though the Product is configured to bill in arrears, the subscription order will actually bill in advance because the Order Product Billing Treatment explicitly specifies advance billing. This design allows for customer-specific exceptions and flexibility. The Product level provides a default billing behavior, but sales teams and billing administrators can override this default at the Order Product level for specific deals, negotiated terms, or unique customer arrangements. For example, a customer might negotiate different billing terms than the standard product defaults, and those specific terms are captured at the Order Product level during quote-to-order conversion.

Option A is incorrect; Product Level does not override Order Product level. Option C about Legal Entity is unrelated to Billing

Treatment resolution hierarchy. The Order Product level is the transaction-specific configuration point where customer-negotiated terms take final effect, making it the highest priority in the billing treatment resolution logic.

References: Revenue Cloud Billing Documentation - Billing Treatment configuration, Order Product field hierarchy documentation

NEW QUESTION # 80

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