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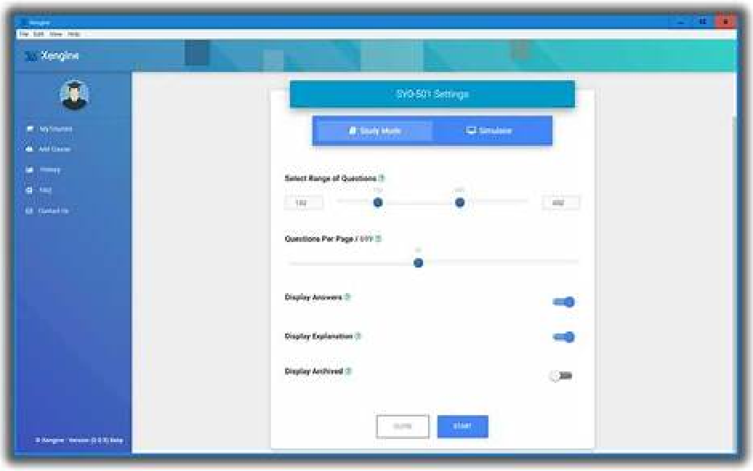

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q107-Q112):

NEW QUESTION # 107
A sales user is trying to add products to a Quote using Product Discovery via Browse Catalog in Revenue Cloud. However, they are unable to see the products they are looking to add. What is the reason for this issue?

- A. The Product Discovery component on the Quote Layout is misconfigured or hidden and unable to be accessed on Lightning page
- B. The products are not associated with an active price book entry that belongs to the price book selected on the Quote
- C. The sales user profile does not have the "View All" on Product2 object permission, allowing users to have access to all the Products

Answer: B

Explanation:
The most common reason products do not appear in Browse Catalog is that they lack an active price book entry in the price book associated with the quote. This is a fundamental requirement for product visibility in Revenue Cloud's Product Discovery process.
Product visibility in Browse Catalog depends on multiple configuration factors, but the price book entry is critical. According to Revenue Cloud troubleshooting documentation, products must have an active price book entry within the specific price book selected on the quote or order. Without this price book entry, even if the product exists and is active, it will not appear in the catalog browse experience.
When a quote is created, it is associated with a specific price book. The Product Discovery process filters products based on this price book association, showing only products that have entries in that particular price book. This ensures that sales users only see products they can actually sell at valid prices. Additionally, the price book entry must be active; inactive entries will not make products visible.
While Option B regarding permissions could affect product visibility in some scenarios, it is not the primary reason for products not appearing in Browse Catalog. The "View All" permission relates to record-level access rather than Product Discovery functionality. Option C about component configuration would prevent access to Browse Catalog entirely, not just hide specific products. The absence of a valid, active price book entry in the quote's associated price book is the most direct and common cause of products not appearing during the browse phase.
References: Revenue Cloud Implementation Guide - Product Discovery Configuration, Salesforce Help - Products Not Showing in Browse Catalog troubleshooting

NEW QUESTION # 108
When activating an order with a contract attached, the Revenue Cloud sales rep notices that the contract does not show any related assets.
What caused this to happen?

- A. The sales rep did not manually create the Asset Contract Relationship records in order for the Contract to be linked to the Assets.
- B. The Asset Contract Relationship toggle is not active in Setup # Revenue Settings # Automatically create Asset Contract Relationship.
- C. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.

Answer: B

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In Salesforce Revenue Lifecycle Management / Revenue Cloud, assets are not directly related to contracts with a simple lookup. Instead, Salesforce uses a junction object called Asset Contract Relationship to connect Assets and Contracts. When an order is activated and creates assets, the platform can automatically create these junction records if the appropriate setting is enabled.
In Revenue Settings, there is an option similar to:
Automatically create Asset Contract Relationship
When enabled, Revenue Lifecycle Management automatically creates Asset Contract Relationship records between assets and contracts when orders are activated and related contracts exist.
If this toggle is not active, the order can still create Asset records, and the Contract can still be created or updated, but no Asset Contract Relationship records are created automatically. As a result, when the sales rep opens the contract and looks at its related lists, they don't see any assets, because the system never created the relationship records that link the assets to that contract.
Why the other options are incorrect:
* Option B (manual creation required)Salesforce Revenue Cloud is explicitly designed to handle this relationship automatically when the setting is enabled. The documentation describes the process as system-driven configuration using the "Automatically create Asset Contract Relationship" setting, not something a sales rep normally creates manually. Manual creation might be technically possible, but it is not required if the feature is configured correctly.
* Option C (missing 'Revenue Lifecycle Management record' on the Contract)A standard Contract in Revenue Cloud / Revenue Lifecycle Management is the main business record itself. There isn't a separate "Revenue Lifecycle Management record" that must be attached in order for Asset Contract Relationship records to be created. The behavior is governed by the Revenue Settings toggle, not by an additional record type or link as described in this option.
Because the contract is not showing the assets after order activation, the most accurate cause-per the documented behavior in the Revenue Lifecycle / Asset-Contract relationship setup-is that the automatic creation of Asset Contract Relationship records is not enabled, which is exactly what Option A states.
References (Salesforce Revenue Cloud documentation / study materials):

* Salesforce Revenue Lifecycle Management / Revenue Cloud: Revenue Settings - Asset Contract Relationship (Automatically create Asset Contract Relationship)
* Salesforce Revenue Cloud / Revenue Lifecycle Management Implementation Guide: Asset Management and Contract Relationships
* Salesforce Help: Concepts for Assets, Contracts, and Asset Contract Relationship in Revenue Cloud

NEW QUESTION # 109
When a sales user is amending assets, the amendment quote does not have a contract populated.
What is the reason?

- A. The amendment operation has been started from the Account.
- B. The amendment operation has been started from the Contract.
- C. The amendment operation has been started after Renewal.

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
When beginning an amendment:
From the Revenue Cloud Amendment Guide:
* "If an amendment is initiated from the Account, Salesforce cannot automatically determine which Contract to use, so the Amendment Quote is created without a Contract reference."
* "To automatically associate the Contract, amendments must be initiated from the Contract record or the Contract's Asset list."
Option A is not related to contract population rules.
Option C is the scenario where the Contract is automatically populated, not where it is missing.
References:Revenue Lifecycle Management Implementation Guide - Starting Amendments; Contract Context Requirements.

NEW QUESTION # 110
An IT service provider purchased Revenue Cloud. Currently, the provider needs to mark its Super Duper Product as an automatically renewable product with no manual interaction from users.
How should a Revenue Cloud Consultant handle this requirement?

- A. Select the Auto Renew checkbox on the Asset object.
- B. Select the Auto Renew checkbox on the product selling model.
- C. Select the Auto Renew checkbox on the Product2 object.

Answer: C

Explanation:
Explanation (150-250 words)
In Salesforce CPQ and Subscription Management, automatic renewal behavior is driven at the product level via the Auto Renew field on the Product2 record. When this checkbox is selected, any subscription created for that product automatically inherits the renewal behavior - meaning that the system will create renewal opportunities, quotes, or contracts automatically without user intervention.
The Auto Renew setting on Product2 defines renewal eligibility for all subscriptions derived from that product, ensuring consistent automation across all customers and contracts.
The Asset object does not directly control renewal logic; instead, it reflects renewal status after processing.
The Product Selling Model defines how products are sold (one-time, recurring, usage-based), but renewal logic is still determined by the Product2-level Auto Renew setting.
Exact Extract from Salesforce Subscription Management Guide:
"To enable automatic subscription renewal without user action, select the Auto Renew checkbox on the Product2 record. Subscriptions created from this product will automatically renew upon term completion." References:
Salesforce Subscription Management Implementation Guide - Auto-Renewal Configuration Salesforce CPQ Implementation Guide - Subscription Product and Renewal Behavior Salesforce Revenue Cloud Data Model - Product2 and Subscription Relationship

NEW QUESTION # 111
A pricing administrator aims to configure pricing for a smartphone so that the monthly installment price varies based on the selected

memory options (128 GB, 256 GB, 512 GB) and contract term options (12 months, 24 months). The price should be equally divided for each month, considering the combinations of memory and contract term as price impacting attributes, with no interest charges applied.
How many records need to be present in the Attribute-Based Adjustments pricing schedule to satisfy this scenario?

- A. 0
- B. 1
- C. 2

Answer: A

Explanation:
Exact Extracts from Salesforce CPQ Implementation Guide:
* "Attribute-Based Pricing allows administrators to define price adjustments based on one or more attribute combinations."
* "Each unique combination of attributes (e.g., Memory Size × Contract Term) represents one record in the adjustment schedule."
* "If there are three memory options and two contract term options, there are six total combinations that require six entries in the Attribute-Based Adjustment matrix." Step-by-Step Reasoning:
* Attributes:
* Memory Options: 128 GB, 256 GB, 512 GB # 3 values
* Contract Term Options: 12 months, 24 months # 2 values
* Combinations: 3 × 2 = 6 unique attribute pairs.
* Each combination requires one adjustment record.
* Why A is Correct:
* Six pricing adjustment records ensure accurate monthly installment calculation for each combination.
* Why Others Are Incorrect:
* B: Only accounts for one attribute (memory).
* C: Arbitrary number; doesn't represent all possible pairs.
References :
* Salesforce CPQ Implementation Guide - Attribute-Based Pricing and Adjustment Matrices
* Salesforce Revenue Cloud Pricing Configuration Guide - Combining Attribute-Driven Pricing Dimensions

NEW QUESTION # 112
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