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## Salesforce Rev-Con-201 Exam Syllabus Topics:

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

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q70-Q75):

### NEW QUESTION # 70

A product designer created the necessary products and bundles using Product Catalog Management. However, users are not able to see the products while preparing quotes.

Which action should the product designer take to resolve this?

- A. Select the appropriate context definition in the Product Discovery Settings.**
- B. Select the appropriate product selling model for each of the products.
- C. Select the appropriate pricing procedure in the Salesforce Pricing Setup.

**Answer: A**

Explanation:

When using Product Catalog Management in Salesforce Revenue Cloud, visibility of products during quote creation (especially through Product Discovery) is controlled by the Context Definition. Contexts allow administrators to define when and for whom products are visible during the product selection process, based on criteria like sales channels, quote type, or other business rules. If products are not appearing during quote preparation, it is often due to a missing or misconfigured context definition. Assigning the correct Context Definition in Product Discovery Settings ensures that products and bundles are available during quoting based on business logic.

Option A (selecting a selling model) affects how the product is priced and billed, but not its visibility.

Option B (pricing procedure) impacts price calculations, not product discovery or visibility.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CPQ Implementation Guide - "Product Discovery Configuration": "Ensure that context definitions are properly set so that products appear under the right conditions during quoting. Missing contexts will result in products not being visible to end users."

\* Revenue Cloud Product Catalog Guide - "Using Context for Product Availability": "Context Definitions act as filters for product discovery. Without proper context mapping, products may not show up for selection." References:

Salesforce CPQ Implementation Guide

Product Catalog Management Documentation

Revenue Cloud Product Discovery Settings Guide

### NEW QUESTION # 71

A company selling hardware and software needs to implement a 2-day delay for software provisioning after hardware delivery in its order-to-cash process. While configuring the Dynamic Revenue Orchestrator (DRO) plan, the Fulfillment Designer notices the option for adding this delay is not visible on the provisioning task.

What should the Revenue Cloud Consultant enable to add this option for the Fulfillment Designer?

- A. Modify All Data permission in the Fulfillment Designer's profile
- B. Future-Dated Steps in the DRO settings**
- C. Link Task to Step Source button in the DRO settings

**Answer: B**

Explanation:

Exact Extracts from Salesforce Subscription Management and Billing Implementation Guides:

\* "Dynamic Revenue Orchestration (DRO) allows defining future-dated steps to schedule task execution at a specific offset from a preceding step."

\* "Enable 'Future-Dated Steps' in the DRO Settings to allow designers to configure task delays, offsets, or deferred execution logic."

\* "Without this setting enabled, step timing options such as date offsets or delays will not appear in the Fulfillment Designer interface." Step-by-Step Reasoning:

\* Requirement: Add a 2-day delay between hardware delivery and software provisioning.

\* Correct Configuration:

\* Enable Future-Dated Steps in DRO settings.

- \* Once enabled, the "Delay/Offset" options become available for the provisioning task.
- \* Why A is Correct: Activates the feature for scheduling tasks with day offsets in orchestration plans.
- \* Why Others Are Incorrect:
  - \* B: Permissions do not control visibility of DRO feature settings.
  - \* C: "Link Task to Step Source" is unrelated to delay configuration; it associates source objects, not timing.

References :

- \* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Settings
- \* Salesforce Billing Implementation Guide - Fulfillment Task Scheduling and Delays

## NEW QUESTION # 72

A Cloud Consultant is using Contracts AI to retrieve clauses and contract fields from a PDF. After the initial run, the consultant realizes that a payment method custom field needs to be retrieved that was not initially included.

What should the consultant do to retrieve this custom field?

- A. **Modify the contract extraction template to define the attribute mapping and context mapping for payment method.**
- B. Log a support case with Salesforce to enable payment method to be added to the extraction mapping used.
- C. Modify the AI prompt template to define the attribute mapping and context mapping for payment method.

### Answer: A

Explanation:

In Salesforce Revenue Cloud's Contracts AI functionality, the process of retrieving data such as clauses or contract fields from uploaded documents (e.g., PDFs) relies on Contract Extraction Templates. These templates define which attributes and contextual mappings are used during document extraction. When a new field-such as Payment Method (a custom field)-needs to be retrieved, it must be explicitly added to the extraction template through configuration.

Exact Extract from Salesforce Revenue Cloud Documentation:

"To extract additional custom fields or clauses, users must update the contract extraction template to include attribute and context mappings for each new field. The template defines which contract data points Contracts AI retrieves from the uploaded document."

- Salesforce Subscription Management Implementation Guide (Contracts AI section) The AI prompt template (Option B) controls the tone and structure of the generated summaries, not data extraction parameters. Logging a support case (Option C) is unnecessary, as this configuration is fully managed by the consultant or administrator through template updates.

References:

- Salesforce Subscription Management Implementation Guide - Contracts AI Setup
- Salesforce Revenue Cloud Implementation Guide
- Contract Extraction Templates
- Salesforce Revenue Cloud Consultant Study Guide

## NEW QUESTION # 73

A cloud storage company offers a subscription service where customers pay a base platform fee plus usage- based charges. For an Enterprise tier, pricing varies by storage, data transfer, and API calls, with tiered pricing where rates decrease at higher volumes.

The company needs an automated way to manage the entire lifecycle of consumption-based products.

How should a solution architect use Revenue Cloud to meet this requirement?

- A. Build a custom solution with Apex and custom objects to store usage data and batch calculate charges.
- **B. Use Usage Management to automatically ingest, aggregate, and rate consumption data against the products and pricing schedules defined in the Salesforce Product Catalog.**
- C. Use Digital Wallet Management Consumption to sell usage products and track drawdowns.

### Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud provides Usage Management, which fully supports usage-based pricing, rating, and invoicing.

From the Subscription Management and Billing Implementation Guides:

- \* "Usage Management allows ingestion of raw usage records."
- \* "Usage data is aggregated, rated, and billed based on the product's rate plan."
- \* "Tiered pricing is supported natively through usage rate tiers."

Option B refers to Digital Wallet, which is for prepaid drawdowns-not rating usage or supporting tiered charges.

Option A is unnecessary because Salesforce provides end-to-end usage aggregation, rating, and billing out of the box.

References: Salesforce Billing Implementation Guide - Usage Management; Tiered Usage Pricing; Rating Engine.

## NEW QUESTION # 74

A product's attributes are organized across attribute categories Tech Specs and Utilization, but two attributes are not assigned to any category. This product is added as a component in a bundle.

In what order will attribute categories appear in the configurator?

- A. Attribute categories are displayed based on the sequence defined on the Attribute Category records, with Uncategorized displayed at the end.
- B. Attribute categories are displayed in alphabetical order, with Uncategorized displayed at the end.
- C. Attribute categories are randomly displayed and can vary by configurator session.

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In Revenue Cloud's attribute model:

From the RLM Product Catalog Guide:

\* "Attribute categories appear in the configurator in the order defined by the Sequence field on the Attribute Category record."

\* "Any attributes not assigned to a category appear in an automatically generated category called Uncategorized, displayed last."

Alphabetical order is not used.

Display order is deterministic, not random.

References:Revenue Lifecycle Management Implementation Guide - Attribute Categories; Configurator UI Rendering.

## NEW QUESTION # 75

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