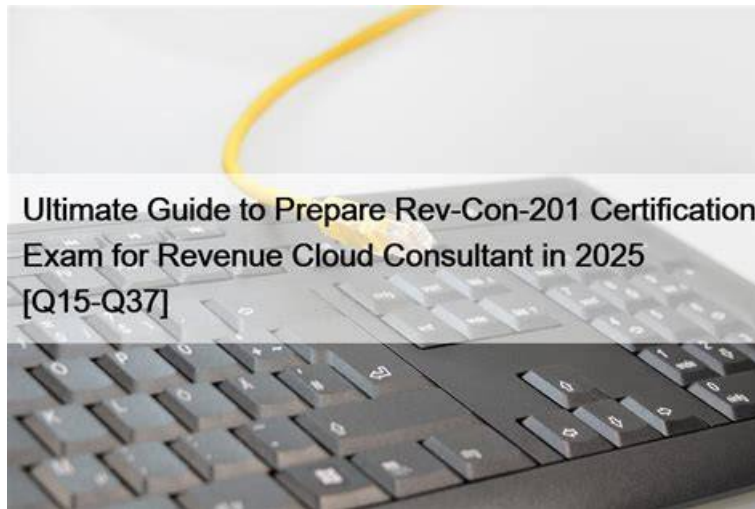


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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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.
Topic 4	• 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 5	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 6	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.

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q20-Q25):

NEW QUESTION # 20

A Revenue Cloud requirement states that when the "Terabyte " Attribute of " Product A " is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- **A. Create a constraint rule in the Constraint Model at the Product Level.**
- B. Create a custom lightning web component to validate the attribute quantity.
- C. Create a constraint rule in the Constraint Model at the Quote Level.

Answer: A

Explanation:

The condition applies specifically to an attribute belonging to Product A, so the constraint belongs at the product level. A product-level constraint model can evaluate the Terabyte attribute as the user configures that product and display a warning when its value exceeds 100.

This keeps configuration logic close to the product model it governs. It also makes the rule reusable wherever Product A is sold rather than tying the validation to one specific quote-level implementation. Product-level modeling is particularly appropriate for rules involving attributes, child-product relationships, cardinalities, and other configuration characteristics intrinsic to a product or bundle. Option A would place the rule at Quote level, which is unnecessarily broad because the requirement does not depend on relationships between multiple unrelated quote lines or quote-wide transaction information. Option B introduces a custom Lightning Web Component even though Revenue Management already supplies a declarative constraint engine capable of evaluating the condition and displaying configuration messages.

Using the standard constraint model reduces custom-code maintenance and keeps configuration behavior centrally governed within Product Catalog Management and Product Configurator.

Study Guide Reference: Configure, Price, Quote - Constraint Rules; product-level constraint models; attribute validation and warning messages.

NEW QUESTION # 21

A Revenue Cloud Consultant is configuring Invoice Management for a multi-national corporation operating in several countries, each of which has its own tax rules and invoicing regulations. The consultant needs to ensure that billing and tax calculations are applied correctly for each region.

Which object should the consultant use to represent each regional business unit and define its specific billing and tax configurations?

- A. Billing Schedule Group
- **B. Legal Entity**
- C. Billing Profile

Answer: B

Explanation:

A Legal Entity represents the organizational unit under which financial transactions are conducted and is the appropriate construct for a multinational organization with different tax jurisdictions and billing requirements.

Salesforce states that multiple Legal Entity records can be created to represent different business segments or tax locations. Legal entities determine the billing and tax information associated with an order product and govern use of tax treatments, billing treatments, finance periods, and finance books. This makes Legal Entity the appropriate boundary for regional financial and compliance configuration.

A Billing Schedule Group performs a different function: it groups the billing schedules associated with a billing lifecycle and contains operational billing information. It does not primarily model the corporation's legally accountable regional organizations. Likewise, Billing Profile is not the Revenue Management organizational object used to define jurisdiction-specific tax and financial-accounting behavior in this scenario.

Legal Entity is also a required financial-accounting value and can be selected or automatically propagated onto billing transaction records and Billing Schedule Groups.

Study Guide Reference: Invoice Management - Billing Basics; Legal Entities; tax and billing configuration; financial accounting.

NEW QUESTION # 22

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

Answer: B

Explanation:

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.

NEW QUESTION # 23

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. Credit Memo**
- C. Cash Memo

Answer: B

Explanation:

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.

NEW QUESTION # 24

After activating an order for a usage-based analytics subscription, a billing specialist wants to confirm that the system has generated the necessary components to support usage tracking, entitlement enforcement, and billing readiness.

Which set of records is created automatically as part of the usage management process?

- A. Usage Entitlement Account, Usage Entitlement Bucket, Wallet
- B. Product Consumption Summary, Rate Adjustment Entry, Billing Event
- C. Asset, Entitlement Policy, Wallet

Answer: A

Explanation:

Revenue Management Usage Management creates runtime entitlement structures that allow usage to be received, tracked against customer allowances, and made available for downstream rating and billing. The relevant automatically generated records in this scenario are the Usage Entitlement Account, Usage Entitlement Bucket, and Wallet.

The Usage Entitlement Account associates usage entitlements with the relevant customer context. Usage Entitlement Buckets represent quantities or grants available for consumption, while the Wallet provides the structure used to track granted usage balances and consumption. Together, these records operationalize the usage grants defined during product setup.

Option A mixes the general Asset model with an Entitlement Policy but does not provide the specific runtime usage structures required to track and draw down usage. Option B lists records associated with consumption aggregation, pricing, or billing-event processing rather than the core entitlement structures automatically established for the customer's usage entitlement.

The distinction is between design-time usage configuration and runtime customer entitlement records. When an eligible usage-based product is activated, Revenue Management instantiates the runtime structures required to apply the configured entitlement model to that customer.

Study Guide Reference: Invoice Management - Usage Management; Usage Entitlement Accounts; Usage Entitlement Buckets; Wallets.

NEW QUESTION # 25

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