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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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	• 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 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q152-Q157):

NEW QUESTION # 152
During a transaction, which capability does the Transaction Line Editor provide?

- A. Filtering
- B. Drag to Sort
- C. Auto Save Changes

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
The Transaction Line Editor (TLE) supports:
* Column filtering and sorting.
* Inline editing and recalculation.
* Manual save actions.
There is no "drag to sort" capability (A). Changes are not auto-saved (C); users must explicitly save.
References:
Revenue Lifecycle Management Implementation Guide - Transaction Line Editor Features

NEW QUESTION # 153

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. Order
- B. Account
- C. Bundle

Answer: A

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 # 154

A company is implementing Revenue Cloud to automate its subscription renewals. A Revenue Cloud Consultant needs to configure the system to allow sales reps to initiate the renewal process for a customer's active assets directly from a record page.
Which component must the consultant implement to provide this one-click renewal capability?

- A. A screen flow that utilizes the InitiateRenewal invocable action, which can then be exposed as a quick action on the Account or Contract record page
- B. A custom Renewal checkbox field on the Asset object that, when checked, triggers a Process Builder to create a renewal opportunity
- C. An Apex trigger on the Contract object that automatically clones the contract and its assets when the end date is approaching

Answer: A

Explanation:
The most effective and supported way to enable one-click subscription renewals in Salesforce Revenue Cloud is to use a Screen Flow that calls the InitiateRenewal invocable action. This invocable action is provided as part of Salesforce Subscription Management and allows for the programmatic initiation of a renewal process on active assets.
By embedding this flow as a Quick Action on a Contract, Subscription, or Account record page, sales reps can start the renewal process directly from the UI without manual data entry or navigation. This aligns with Salesforce best practices for declarative automation using Flow.
* Option B (Apex trigger) is not recommended, as renewals are typically initiated by user intent, not automatically based on dates.
* Option C (custom checkbox and Process Builder) is a workaround that lacks the flexibility, reliability, and maintainability of Flow + invocable action.
Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Renewals with Screen Flow":"Use the InitiateRenewal invocable action in Flow to allow users to initiate renewals from record pages."
* Revenue Lifecycle Automation Guide - "Renewal Automation":"Expose the InitiateRenewal action via Flow as a quick action for guided user-initiated renewals." References:
Salesforce Subscription Management Implementation Guide
Salesforce Revenue Lifecycle Automation Guide
Salesforce Flow Developer Guide

NEW QUESTION # 155

A smartphone product is currently sold as a one-time upfront payment.
In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Term Annual to the product.
- B. Assign a product selling model option of Evergreen Monthly to the product.
- C. Assign a product selling model option of Term Monthly to the product.

Answer: C

Explanation:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.
The "Term Monthly" model means:
* The product is sold with a defined term length (e.g., 12 months).
* Billing occurs monthly, allowing installment-style payment plans.
* The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.
The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.
"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Subscription Management Implementation Guide - "Selling Models and Termed Products":
"Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."
* CPQ Implementation Guide - "Selling Model Configurations":"Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:
Subscription Management Implementation Guide
Salesforce CPQ Implementation Guide

NEW QUESTION # 156

A smartphone product is currently sold as a one-time upfront payment.
In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

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- B. Assign a product selling model option of Evergreen Monthly to the product.
- C. Assign a product selling model option of Term Monthly to the product.

Answer: C

Explanation:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.
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Salesforce CPQ Implementation Guide

NEW QUESTION # 157

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