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## Rev-Con-201 Practice Engine | Salesforce Online Rev-Con-201 Tests: Salesforce Certified Revenue Cloud Consultant Pass Success

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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>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q122-Q127):

### NEW QUESTION # 122

A product administrator notices that the price of a warranty product is not being calculated correctly. It should be calculated as 10% of another equipment product's list price, but only when the products are purchased together in the same quote or order. This calculation works correctly for other products, but not for this specific warranty product.

How should the product administrator resolve this issue?

- A. Find the price book entry of the equipment product and enable the Is Derived checkbox.
- B. Find the Derived Price record where Product = Warranty and set the Derived Pricing Scope to Transactional.**
- C. Find the Derived Price element and add the appropriate input/output variables in the pricing procedure.

**Answer: B**

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and Derived Pricing Documentation):

\* "Derived Pricing allows a product's price to be calculated based on another product's price, either within the same quote or across transactions."

\* "The Derived Pricing Scope determines when and how the derived price is evaluated:

\* Transactional: The derived price is calculated dynamically when both products are in the same quote or order.

\* Global: The derived price references a price from the catalog or price book, not quote-specific."\*

\* "If the Derived Pricing Scope is not set to Transactional, product interdependencies within the same quote will not evaluate." Step-by-Step Reasoning:

\* Scenario: Warranty should price dynamically based on another product in the same transaction.

\* Root Cause: The Derived Pricing Scope on the warranty product is likely not set to Transactional.

\* Solution: Update the Derived Price record for the warranty product # set Derived Pricing Scope = Transactional.

\* Why B is Correct: Ensures the price is recalculated dynamically when the related product exists in the same quote/order.

\* Why A & C are Incorrect:

\* A: Variables in the pricing procedure define logic but not scope of calculation.

\* C: "Is Derived" on price book entries flags derivation capability but not the transaction context for dynamic evaluation.

References :

\* Salesforce CPQ Implementation Guide - Derived Pricing Concepts and Scopes

### NEW QUESTION # 123

A Revenue Cloud Consultant needs to add a new custom field to the pricing context definition and use it in a pricing procedure. The consultant added the attribute to the context definition, but it is not available in the pricing procedure.

Which step did the consultant miss?

- **A. Activate the context definition.**
- B. Add a tag to the field attribute.
- C. Clone the pricing procedure.

**Answer: A**

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Setup Documentation):

\* "Any modification to a context definition, such as adding new attributes, requires reactivation for the system to register and make the new fields available to dependent pricing procedures."

\* "Inactive context definitions or those not reactivated after edits will not expose newly added attributes for mapping or rule use."

\* "Only active context definitions can be referenced in a pricing procedure." Step-by-Step Reasoning:

\* Scenario: The consultant added a new attribute but cannot see it in the pricing procedure.

\* Root Cause: After modifying a context definition, it must be activated again so Revenue Cloud refreshes its metadata.

\* Why B is Correct:

\* Activation publishes the updated context definition to be available in pricing procedure editors.

\* Why Others Are Incorrect:

\* A: Tags categorize attributes but do not make them appear in pricing procedures.

\* C: Cloning pricing procedures doesn't expose missing context attributes; it duplicates the existing configuration.

References :

\* Salesforce CPQ Implementation Guide - Context Definition Activation and Pricing Procedure Integration

\* Salesforce Subscription Management Implementation Guide - Pricing Context Configuration Lifecycle

### NEW QUESTION # 124

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: C**

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:  $3 \times 2 = 6$  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 # 125

Which valid actions can a consultant perform on a standard context definition?

- **A. Extend & Clone**
- B. Copy & Edit
- C. Deactivate & Edit

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Standard context definitions provided by Salesforce are locked and cannot be edited or deactivated.

Revenue Lifecycle Management Implementation Guide states:

\* "Standard context definitions cannot be modified directly."

\* "To customize them, admins may either extend (create a child version) or clone them." Only these two actions are supported for customizing context behavior.

Why other options are incorrect:

\* Standard definitions cannot be edited or deactivated.

\* "Copy" is not an action available; the correct action is "Clone."

References: Salesforce Revenue Lifecycle Management Implementation Guide - Context Definitions; Extending Standard Context Definitions.

### NEW QUESTION # 126

During a transaction, which capability does the Transaction Line Editor provide?

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

**Answer: C**

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 # 127

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