

Rev-Con-201 neuester Studienführer & Rev-Con-201 Training Torrent prep



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Das Vertrauen von den Kunden zu gewinnen ist uns große Ehre. Die Salesforce Rev-Con-201 Prüfungssoftware ist schon von zahlreichen Kunden anerkannt worden. Mit Hilfe dieser Software haben fast alle Benutzer die Salesforce Rev-Con-201 Prüfung bestanden. Falls Sie sich jetzt auf Salesforce Rev-Con-201 vorbereiten, dann können Sie die Demo unserer Prüfungsunterlagen probieren. Wir hoffen, dass unsere Software auch Ihre Anerkennung erlangen kann.

Die Salesforce Zertifizierungen sind heute immer mehr populär, weil diese international anerkannt sind. Deshalb nehmen immer mehr Leute Salesforce an Zertifizierungsprüfungen teil. Darunter ist die Salesforce Rev-Con-201 Prüfung eine der wichtigsten Prüfungen. Und, Wie können Sie sich auf die Salesforce Rev-Con-201 Prüfung vorbereiten? Lernen alle Kenntnisse sehr fleißig auswendig? Oder Benutzen die hocheffektiven Prüfungsunterlagen?

>> Rev-Con-201 Online Prüfung <<

Rev-Con-201 Aktuelle Prüfung - Rev-Con-201 Prüfungsguide & Rev-Con-201 Praxisprüfung

Wenn Sie unsere Lernmaterialien zur Salesforce Rev-Con-201 Zertifizierungsprüfung benutzen wollen, werden sicher die Zeit und Wirtschaftskosten reduziert. Vorm Kauf unserer Salesforce Rev-Con-201 Prüfungsfrage können Sie kostenlos unsere Fragen herunterladen. Sie sind in der Form von PDF und Software. Wenn Sie die Softwareversion brauchen, bitte setzen Sie sich in Verbindung mit unserem Kundenservice.

Salesforce Rev-Con-201 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.
Thema 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.
Thema 3	• 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 Rev-Con-201 Prüfungsfragen mit Lösungen (Q68-Q73):

68. Frage

A Revenue Cloud Consultant is setting up the amendment process for assets in Revenue Cloud. The goal is to ensure that when a customer wants to change their subscription, the process is streamlined from initiation to the final update of the asset. In this automated lifecycle, what is true about the Opportunity?

- A. It directly updates the Asset record as soon as the opportunity stage is changed to Closed Won, bypassing the need for a quote.
- B. It is only required for amendments that involve a price increase; for other amendments, a quote can be created directly from the account.
- **C. It is an optional record used for forecasting purposes and does not directly participate in the asset update automation.**

Antwort: C

Begründung:

In Salesforce Revenue Cloud, during the amendment process, the Opportunity record is optional and primarily serves for forecasting and reporting. It does not play a direct role in the automation of asset or subscription updates. The automation of amendments is handled by the Quote, Order, and Contract records.

The amendment quote captures the requested changes, and once finalized, it creates an order that updates the contract and related assets automatically.

Exact Extract from Salesforce Revenue Cloud Documentation:

"In an automated amendment lifecycle, an Opportunity is optional and primarily used for forecasting or pipeline tracking. The amendment Quote is the driver of subscription changes. Once the Quote is finalized and converted into an Order, the system automatically updates the Contract and Asset records accordingly."

- Salesforce Subscription Management Implementation Guide

This confirms that the Opportunity is not mandatory in the amendment process and does not directly perform updates. Instead, the Quote-to-Order flow governs asset and subscription modifications. The Opportunity may be linked for visibility but is not a dependency for automation.

Option B is incorrect because asset updates are never triggered directly from an Opportunity stage change.

Option C is also incorrect because Opportunity requirements are not determined by pricing scenarios.

References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide - Amendment Lifecycle

Salesforce CPQ Implementation Guide - Contracts and Amendments

Salesforce Revenue Cloud Consultant Exam Guide

69. Frage

A Revenue Cloud Consultant needs to run a report on the attribute runtime values when an order is activated and asset records are created. On which objects should the consultant base the report?

- A. Asset Action Source and Product Attribute Definition
- **B. Asset State Periods and Asset State Period Attributes**
- C. Asset State Periods and Order Product Attribute

Antwort: B

Begründung:

Asset State Periods and Asset State Period Attributes are the correct objects for reporting on attribute runtime values at the time of asset creation. According to the Revenue Cloud Developer Guide, AssetStatePeriodAttribute represents a virtual object that holds key-value pairs of asset attributes in a specified asset state period.

When an order is activated, Revenue Cloud automatically creates assets from the order products. Along with asset creation, the system generates an initial Asset State Period representing the timespan when the asset has specific quantity, amount, and monthly recurring revenue (MRR) values. Critically, all product attributes configured during quoting are stored as Asset State Period Attributes, creating a permanent record of the exact attribute values at the time of asset creation.

Asset State Period Attributes is a child object of Asset State Period and is available in API version 60.0 and later. The AssetStatePeriodAttribute object stores the AttributeName, AttributeValue, and AttributePicklistValueId for each configured attribute. This relationship allows consultants to query attributes at their point of asset creation and track attribute runtime values across the asset's lifecycle. The Asset State Period object itself contains metadata about when the attribute values were active. Option B conflates different object types; Order Product Attribute stores attributes on orders, not on assets.

Option C (Asset Action Source and Product Attribute Definition) provides historical and definition-level information but not the actual runtime attribute values stored when assets are created. Asset State Period Attributes specifically captures the attribute state at asset creation time.

References: Revenue Cloud Developer Guide - AssetStatePeriodAttribute object, Asset State Period object documentation, Attribute Flow in Revenue Cloud

70. Frage

A product administrator is tasked with creating a Work Anywhere software bundle that has two components.

The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price. What should the product administrator set for the quantity scaling method for each of the bundle components?

- **A. VPN License = Proportional, Classroom Training = Constant**
- B. VPN License = Proportional, Classroom Training = None
- C. VPN License = None, Classroom Training = Proportional

Antwort: A

Begründung:

Explanation (150-250 words)

* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional.

Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale = Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled = True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

* Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).

* Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.

* Bundled = True: option price is included in bundle price.

Key Steps (concise)

- * Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional
- * Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True References (document/source names only; no links)
- * Salesforce CPQ Implementation Guide - Product Bundles and Options
- * Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)
- * Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

71. Frage

A pricing administrator needs to set up pricing so that a calculated discount is spread evenly across all line items in a quote or order. How should the pricing administrator set up the pricing correctly?

- **A. Add and configure the Discount Distribution Service element as the last step of pricing procedure.**
- B. Add and configure the Aggregate Price element with a SUM function to add discounts for all lines.
- C. Add and configure the Formula Based Pricing element with a formula to add an ItemTotalPrice context tag.

Antwort: A

Begründung:

The Discount Distribution Service (DDS) element is the correct pricing element for spreading calculated discounts evenly across quote or order line items. According to Revenue Cloud Pricing documentation, the Discount Distribution Service element allows administrators to apply discounts at the quote header level and automatically distribute those discounts across eligible line items. The Discount Distribution Service supports multiple distribution methods: equal distribution (where the discount is divided equally across all lines) and proportional distribution (where the discount is allocated based on line item values). It accepts various discount types including dollar amounts, percentages, and target overrides. The element also supports enforcement of minimum unit prices and tracks remaining discount amounts that couldn't be applied due to price floor constraints.

Critically, the DDS element must be positioned as the LAST element in the pricing procedure. This placement ensures that all other pricing calculations are completed before discount distribution occurs. The element configuration requires mapping input variables (header and line item fields including discount type, discount value, distribution logic, and line item pricing) and output variables (resulting discount values, net unit prices, and remainder amounts).

Option A (Formula Based Pricing) is used for custom price calculations but not specifically for discount distribution. Option B (Aggregate Price with SUM) aggregates values but doesn't provide the specialized discount distribution logic and controls that DDS provides. Only the Discount Distribution Service element provides the declarative, out-of-the-box capability to spread calculated discounts evenly across multiple line items.

References: Salesforce Help - Understand Pricing Elements, Discount Distribution Service Implementation, Revenue Cloud Pricing Procedures documentation

72. Frage

A sales rep at an SaaS company observes that a recent renewal quote for a premium software subscription, which includes several add-on modules and usage-based tiers, is displaying an unexpected total price. The customer is disputing the amount, stating it is higher than anticipated based on their contracted terms. The pricing consultant suspects an issue with how the pricing rules are being applied.

What is the first diagnostic step the consultant should take to investigate the pricing calculation?

- A. Deactivate the entire pricing procedure and then reactivate it to force a re-evaluation.
- B. Manually adjust the disputed total price on the quote to the customer's anticipated amount.
- **C. Use the pricing procedure's Simulate functionality to trace the price waterfall.**

Antwort: C

Begründung:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and CPQ Implementation Guides):

* "The Simulate feature in the pricing procedure enables administrators to execute and trace the pricing calculation logic to identify where pricing rules, conditions, or adjustments are applied."

* "Using simulation, consultants can visualize the price waterfall and confirm whether attribute-based, tier-based, or contract-based adjustments are contributing to the final price."

* "This is the recommended first diagnostic step when pricing discrepancies are reported." Step-by-Step Reasoning:

* Issue: Discrepancy between expected and calculated renewal quote prices.

* Correct Action: Use Simulate to run the pricing engine in diagnostic mode and examine the price waterfall.

* Why C is Correct:

- * Allows tracing rule application order and effective discounts.
- * Identifies where unexpected conditions or overrides occurred.
- * Why Others Are Incorrect:
- * A: Manual edits mask the issue rather than diagnose it.
- * B: Deactivating/re-enabling does not reveal rule logic; it risks production disruption.

References :

- * Salesforce CPQ Implementation Guide - Pricing Procedures and Price Simulation
- * Salesforce Subscription Management Implementation Guide - Pricing Debugging Tools and Price Waterfall Analysis

73. Frage

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Wir ZertFragen bieten Ihnen die freundlichsten Kundendienst. Nach der Kauf der Salesforce Rev-Con-201 Prüfungssoftware, bieten wir Ihnen kostenlosen Aktualisierungsdienst für ein voll Jahr, um Sie die neusten und die umfassendsten Unterlagen der Salesforce Rev-Con-201 wissen zu lassen. Darum werden Sie sehr sicher sein, die Zertifizierungstest der Salesforce Rev-Con-201 zu bestehen. Falls Sie unglücklich die Test der Salesforce Rev-Con-201 nicht bei der ersten Proben bestehen, geben wir Ihnen die vollständige Gebühren zurück, um Ihren finanziellen Verlust zu entschädigen.

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