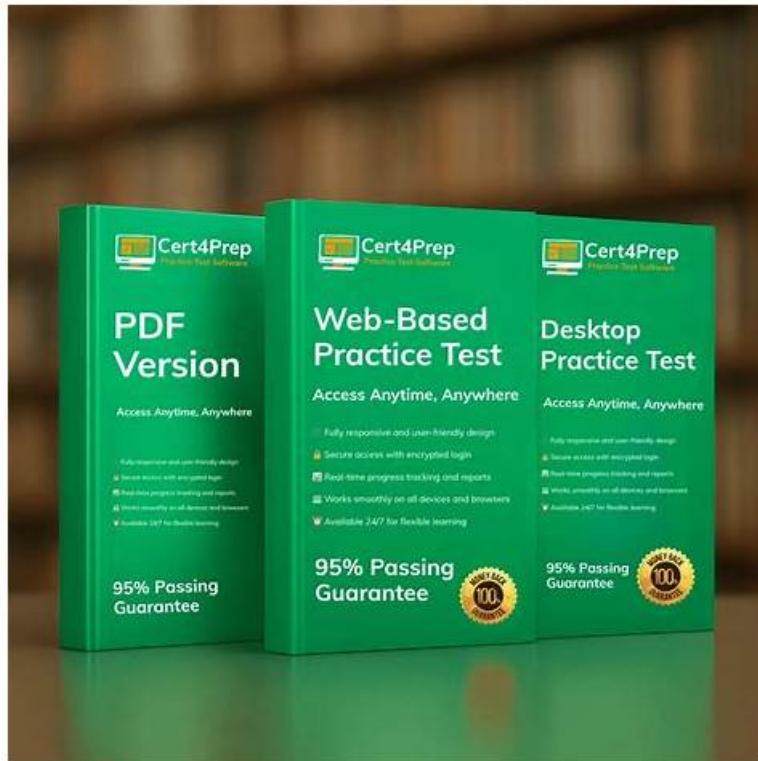


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An Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) practice questions is a helpful, proven strategy to crack the Salesforce Rev-Con-201 exam successfully. It helps candidates to know their weaknesses and overall performance. ActualTorrent has hundreds of Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam dumps that are useful to practice in real time. The Salesforce Rev-Con-201 practice questions have a close resemblance with the actual Rev-Con-201 exam.

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

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

Topic 5	<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>
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### Salesforce Certified Revenue Cloud Consultant Sample Questions (Q110-Q115):

#### NEW QUESTION # 110

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

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

#### Answer: B

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 # 111

A customer is integrating Revenue Cloud with their ecommerce website. Orders will be placed directly from the website and may include up to 1,000 products.

Which Revenue Cloud API will work for this integration?

- A. Create Order
- **B. Place Sales Transaction**
- C. Place Order

#### Answer: B

Explanation:

Explanation (150-250 words)

The Place Sales Transaction API is the modern, high-performance API for order creation in Salesforce Revenue Cloud. It is specifically designed for transactional use cases-such as ecommerce order placement- where multiple products (up to thousands) need to be processed efficiently in a single transaction.

This API accepts comprehensive input data, including customer, pricing, and contextual attributes, and supports multi-line item transactions with automatic validation, pricing, and order creation. It ensures the correct generation of order records, order products, billing schedules, and related context without requiring separate API calls for each record.

The Create Order and Place Order APIs are legacy or limited-scope endpoints that do not handle large volumes or contextual pricing with the same efficiency.

Exact Extract from Salesforce Revenue Cloud Developer Guide:

"Use the Place Sales Transaction API to create and submit complex orders directly from external systems such as ecommerce platforms. It supports high-volume line items, pricing, and context-driven processing." References:

Salesforce Revenue Cloud Developer Guide - Place Sales Transaction API Overview Salesforce CPQ and Billing Integration API Reference - Transaction APIs for Order Creation Salesforce Revenue Cloud Implementation Guide - Ecommerce Integration Patterns

## NEW QUESTION # 112

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:

Explanation (150-250 words)

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.

Exact Extract from Salesforce Billing Implementation Guide:

"A Credit Memo is used to record and manage customer credits resulting from negative transactions such as cancellations, refunds, or adjustments. These credits can be applied to open invoices or retained for future settlements." References:

Salesforce Billing Implementation Guide - Credit and Debit Memo Management Salesforce Revenue Cloud Billing Data Model - Credit Memo and Invoice Relationships Salesforce Billing Operations Guide - Refunds and Credits Workflow

## NEW QUESTION # 113

Universal Containers (UC) recently acquired another company called Cloud Kicks (CK). UC uses Revenue Cloud to manage its Product-to-Cash business process. CK manages its process using a custom app with standard Salesforce objects like Asset, Quote, Order, etc. Both Salesforce orgs will be merged into a single org with different processes until a long-term solution is implemented. Sales leadership would like to clearly differentiate between the assets sold by UC and those sold by CK.

How should this be achieved out of the box?

- **A. Use HasLifecycleManagement to identify the source as Revenue Cloud or Custom App.**
- B. Use Asset Action Source to identify the source as Revenue Cloud or Custom App.
- C. Use a custom field to identify the source as Revenue Cloud or Custom App.

**Answer: A**

Explanation:

The standard way to identify whether an Asset is managed by Salesforce Revenue Cloud's Lifecycle Management engine is by using the HasLifecycleManagement field. This out-of-the-box field is a Boolean value on the Asset object that indicates whether the asset is tied to Revenue Lifecycle-managed records (e.g., originating from CPQ+ or Subscription Management flows).

This field enables reporting, filtering, and business logic to segment Revenue Cloud-managed assets from assets generated through custom or legacy systems like CK's app. It is the most appropriate solution in this scenario as it requires no customization and is supported natively by Salesforce.

- \* Option B suggests creating a custom field, which is unnecessary since the platform already provides a system field for this purpose.
- \* Option C (Asset Action Source) refers to tracing asset actions to originating events, but it is not suitable for broad classification of asset origin or management type.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* Subscription Management Implementation Guide - "Asset Data Model": "The HasLifecycleManagement field flags whether an asset is lifecycle-managed by Revenue Cloud. This is useful in environments where assets come from multiple systems."

\* Revenue Cloud Data Dictionary - "Asset Object": "Use HasLifecycleManagement to distinguish system-managed assets from externally generated or legacy assets." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Cloud Data Dictionary

Asset Lifecycle Management Documentation

## NEW QUESTION # 114

A Global System Integrator (GSI) provides consulting services by offering a variety of roles and skills based on the needs of the customers. The GSI has a global workforce of 30,000 consultants with expertise in many different technologies.

Currently, the GSI uses standard Salesforce functionality to quote using Opportunities, Quotes, and Pricebooks. As its consultants have so many different roles and skills, it maintains a large product catalog with upward of a million SKUs. A new product is created each time a new skill is added.

How should the GSI use Revenue Cloud to solve its SKU proliferation issue?

- A. Use Product Classification to rationalize the product catalog
- **B. Use Product Attributes to rationalize the product catalog.**
- C. Use Product Category to rationalize the product catalog.

### Answer: B

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, Product Attributes allow administrators to create dynamic, parameter-driven product definitions-removing the need for separate SKUs for every possible variation. Instead of defining millions of products (e.g., each skill as a unique product), organizations can create a single configurable product with attributes like skill type, level, region, or technology. Attributes are defined through Product Attribute Sets and linked to one or more products, enabling sales reps to select attribute values during configuration or quoting. This approach drastically reduces catalog complexity, improves quote performance, and provides flexibility for price rules, approvals, and product logic.

By contrast, Product Categories and Product Classifications are for grouping, filtering, or reporting purposes, not for modeling variation.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Attributes to define product variations without creating multiple SKUs. Attributes allow a single product record to represent many configurations." References:

Salesforce CPQ Implementation Guide - Product Attributes and Attribute Sets Salesforce Revenue Cloud Catalog Management Guide - Reducing SKU Proliferation Using Attributes Salesforce Revenue Cloud Solution Architect Handbook - Dynamic Catalog Design for Large Enterprises

## NEW QUESTION # 115

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