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Candidates who become Salesforce Rev-Con-201 certified demonstrate their worth in the Salesforce field. The Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) certification is proof of their competence and skills. This is a highly sought-after skill in large Salesforce companies and makes a career easier for the candidate. To become certified, you must pass the Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) certification exam. For this task, you need high-quality and accurate Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam dumps. We have seen that candidates who study with outdated Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) practice material don't get success and lose their resources.

Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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 2	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q51-Q56):

NEW QUESTION # 51

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

Answer: C

Explanation:

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

NEW QUESTION # 52

A company is offering a subscription service with a standard monthly price of US\$200. The proration settings are as follows:

- * Proration Period: Monthly
- * Period Boundary: Align to Calendar
- * Partial Periods Allowed: Yes

A customer begins their subscription on March 20, 2021, and ends it on December 31, 2021.

For the initial partial period (March 20-31), which formula should the consultant use to calculate the proration multiplier?

- A. Proration Multiplier = Number of remaining days in March / Total number of days in March
- B. Proration Multiplier = Number of days used in March / Total number of days in March
- C. Proration Multiplier = Number of days used in a year / Total number of days in a year

Answer: A

Explanation:

In Salesforce Billing and Subscription Management, proration is applied when a customer begins or ends service mid-period. With Monthly Proration and Calendar-Aligned Boundaries, the system determines the correct prorated charge by calculating the proportion of the month the service is active.

For a start date of March 20, the service is active from March 20 to March 31. The correct proration multiplier formula is: Number of remaining days in March / Total number of days in March

This calculates the billable fraction of the month and applies it to the monthly price. In March, there are 31 days, so the proration multiplier is:

$$(31 - 20 + 1) / 31 = 12 / 31 \approx 0.3871$$

This aligns with Salesforce's proration logic when "Partial Periods Allowed = Yes" and "Align to Calendar" is selected.

Option B incorrectly calculates used days, not remaining days.

Option C applies to Annual Proration, not monthly, and is not relevant here.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Proration Settings": "For calendar-aligned billing periods, the proration multiplier is calculated as (remaining days in period / total days in period)."

* Billing Implementation Guide - "Partial Period Calculation Examples": "When partial periods are enabled, proration applies from service start to end of period based on remaining days." References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide

Proration and Billing Period Calculations Guide

NEW QUESTION # 53

A sales user has a customer with varying quantities (upsells) and subscription prices throughout their last contract term. The customer is ready to renew, and the sales user wants to maintain the same prices for their renewal.

What should the sales user do in Asset Management to keep the prices the same?

- A. Customize Assetize Order flow.
- B. Set Pricing Source on Asset to Last Negotiated Price.
- C. Enable Lot-based or As-is Renewals.

Answer: C

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "Lot-based or As-is Renewals allow renewal quotes or orders to use the customer's last negotiated pricing and quantities from existing assets."

* "This feature ensures that renewals reflect the same commercial terms from the current assets, even if list prices have changed."

* "Enabling As-is Renewal simplifies renewal creation and ensures pricing consistency for multi-term or upsold subscriptions."

NEW QUESTION # 54

A product administrator creates a product by associating it with a product class that has three attributes assigned. Two of these attributes are to be used for attribute-based pricing only for this product.

How should the product administrator ensure that these two attributes can be used for attribute-based pricing?

- A. Edit the attribute associated to a product classification and set the 'Is Price Impacting' flag.
- B. Edit the attribute definition and set the 'Is Price Impacting' flag.
- C. Edit the inherited attributes at the product level and set the 'Is Price Impacting' flag.

Answer: C

Explanation:

- * "Attributes inherited from a product class can be customized at the product level."
- * "Setting the 'Is Price Impacting' flag at the product level determines whether that attribute participates in attribute-based pricing calculations for that specific product."
- * "The flag on the product class attribute only defines the default behavior, but pricing relevance is determined at the product level."

Step-by-Step Reasoning:

- * Requirement: Two attributes (from product class) must affect price for this product only.
- * Best Practice: Override the inherited attributes at the product level and set Is Price Impacting = True.
- * Why C is Correct: Ensures attribute-based pricing applies only to this product without affecting others in the class.
- * Why Others Are Incorrect:
- * A: Setting the flag at the classification level affects all products in that class.
- * B: Attribute Definition is global metadata; it cannot specify product-specific pricing impact.

References :

- * Salesforce CPQ Implementation Guide - Attribute-Based Pricing Configuration
- * Salesforce Subscription Management Implementation Guide - Product Attribute Inheritance and Overrides

NEW QUESTION # 55

A Revenue Cloud Consultant recently implemented Revenue Cloud for a customer and wants to ensure successful adoption and maintenance.

Which steps should the consultant take with the customer after go-live?

- A. Have the customer get certified in Revenue Cloud and write their own documentation.
- B. Take customer inquiries and keep in touch with them through Slack post-project.
- C. Have knowledge transfer sessions on the implementation and provide help documentation/recordings.

Answer: C

Explanation:

Post-go-live success in Revenue Cloud implementations hinges on knowledge transfer, user enablement, and documentation. According to Salesforce's Implementation Best Practices, consultants should conduct structured knowledge transfer sessions to walk through configuration decisions, key processes, and any customizations. This should be complemented with help documentation, training materials, and recorded walkthroughs to enable self-sufficiency.

The goal is to ensure the client's internal admins and users understand:

- * Product catalog structure
- * Pricing logic
- * Renewal and amendment flows
- * Invoice and billing configurations

Option A reflects this industry standard and aligns with Salesforce's prescribed approach for post-go-live readiness.

Option B (Slack support) is informal and not scalable or secure for enterprise implementations.

Option C is unrealistic as a short-term expectation and doesn't guarantee the user's understanding of the specific implementation.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Salesforce Implementation Guide - "Post-Go-Live Support and Enablement": "Conduct knowledge transfer sessions with client stakeholders, and provide recorded demos, configuration documentation, and a runbook for maintenance."

* Revenue Cloud Delivery Framework - "Transition to Support": "A successful go-live includes detailed documentation, admin training, and clear handoff materials to ensure smooth transition to client ownership." References:

Salesforce Revenue Cloud Implementation Guide

Revenue Cloud Partner Delivery Framework

Salesforce Success Guide: Post-Go-Live Strategy

NEW QUESTION # 56

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