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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 Rev-Con-201 Lead2pass Review - Rev-Con-201 Exam Cram Review

As we all know, if everyone keeps doing one thing for a long time, as time goes on, people's attention will go from rising to falling. Experiments have shown that this is scientifically based and that our attention can only play the best role in a single period of time. In reaction to the phenomenon, therefore, the Rev-Con-201 test material is reasonable arrangement each time the user study time, as far as possible let users avoid using our latest Rev-Con-201 Exam Torrent for a long period of time, it can better let the user attention relatively concentrated time efficient learning. The Rev-Con-201 practice materials in every time users need to master the knowledge, as long as the user can complete the learning task in this period, the Rev-Con-201 test material will automatically quit learning system, to alert users to take a break, get ready for the next period of study.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q78-Q83):

NEW QUESTION # 78

An administrator needs to include a Product2 custom field for search in the context of a quote or order. What should the administrator do to accomplish this?

- **A. Use the Index and Search Configuration page to set the Product2 custom field as searchable and run Rebuild Index job.**
- B. Modify the Discover Products screen flow to add the Product2 custom field on the product list page container component.
- C. Add Product2 custom field as a new filter option in the Browse Catalog list view.

Answer: A

Explanation:

Product Discovery search uses an indexed search configuration. To make a supported custom Product field searchable, the administrator must add the field to the searchable-field configuration and then rebuild the product index so that the search service contains the field's values.

Salesforce explicitly states that standard and custom Product fields can be made searchable and that an index rebuild is required after the field browse/search configuration is changed. A Full Index Rebuild applies structural modifications to the Manage Fields & Attributes configuration.

Option A affects user-interface filtering but does not make the underlying field part of the searchable product index. Option C unnecessarily changes the product-discovery flow and likewise does not create indexed search data. The search infrastructure must first know that the Product2 field is searchable.

The administrator should therefore configure the custom field through Index and Search Configuration and rebuild the index. Product Discovery can then use that indexed value when users search for products from a quote or order.

Study Guide Reference: Catalog Management - Product Discovery; Product Field Search; Index and Search Configuration; product index management.

NEW QUESTION # 79

A sales rep notices that while creating a quote, the Browse Products button isn't visible on the Quote Page Layout. What is the cause of the problem?

- A. The Revenue Cloud Consultant did not assign the Product Configurator permission set to the sales rep.
- **B. The Revenue Cloud Consultant did not assign the Product Discovery User permissions to the sales rep.**
- C. The Revenue Cloud Consultant did not assign the Product Configuration Rules Designer permission set to the sales rep.

Answer: B

Explanation:

The sales rep requires Product Discovery User access to use the product-browsing experience during quote and order creation. Salesforce explicitly defines Product Discovery User as the permission set that gives users access to the product browsing experience. It is normally included as part of the Sales Operations or Revenue Management sales-user access model.

Product Discovery controls the runtime experience in which a sales rep selects a catalog, searches or filters eligible products, and adds those products to a sales transaction. Without the required Product Discovery access, the sales rep cannot properly invoke that browsing functionality.

Option A addresses a different stage. Product Configurator provides access to configure products and bundles after a configurable

product has been selected. It does not grant the basic product-discovery capability. Option B is a design-time permission set used by administrators or product designers to create Product Configuration Rules; it should not be assigned merely so a sales rep can browse products.

Consequently, missing Product Discovery User permission is the configuration issue most directly associated with the absent Browse Products/Browse Catalogs functionality.

Study Guide Reference:Catalog Management - Product Discovery; Revenue Management permission sets; Product Discovery User.

NEW QUESTION # 80

On the final day of User Acceptance Testing (UAT), a critical issue is discovered. The tester believes the critical issue is a bug, while the developer asserts it is working as designed. The business representative suspects a training issue, and the project manager views the critical issue as scope creep. What is the next course of action to mitigate this critical issue?

- A. Escalate the issue to the steering committee and request an exception to deploy the solution as is; given that it is the final day of UAT, there is no time remaining for further review.
- **B. All involved parties should review the issue, cross-referencing against the approved business requirements, and collaboratively determine if it is a legitimate defect, a training gap, or a new requirement.**
- C. The consultant should review the critical issue, perform root cause analysis, reproduce the issue in the development sandbox, fix it to maintain the go-live date, and deploy it to UAT.

Answer: B

Explanation:

In Salesforce Revenue Cloud implementations, especially during User Acceptance Testing (UAT), it is common to encounter discrepancies in expectations versus system behavior. When stakeholders disagree on the nature of a critical issue -- whether it is a defect, scope change, or training gap -- the correct course of action is to collaboratively review the issue against the signed-off business requirements.

Per the Salesforce Implementation Best Practices, a triage meeting or working session involving the tester, developer, business stakeholder, and project manager should be conducted to:

Review the documented business requirements and use cases

Evaluate whether the issue represents a missed requirement, a misunderstanding, or a training need Reach consensus on how to classify and resolve the issue Option A reflects this structured and collaborative approach.

NEW QUESTION # 81

When a Ramped Asset is renewed using the InitiateRenew API, what happens to its quote line(s) in a renewal quote?

- **A. The Ramped Quote Lines are recreated onto the renewal quote.**
- B. One quote line is created for the Asset, and it is no longer ramped.
- C. A quote line for each ramp segment is created but not ramped.

Answer: A

Explanation:

Exact Extracts from Salesforce CPQ and Subscription Management Implementation Guides:

* "When a ramped asset is renewed through the InitiateRenew action or API, Revenue Cloud replicates the ramp structure from the original quote to the renewal quote."

* "Each ramp segment and its pricing terms are preserved on the renewal quote lines."

* "This ensures consistency in pricing logic, duration, and segment breakdowns for renewals of ramped subscriptions." Step-by-Step Reasoning:

* Scenario: Ramped subscription (e.g., quantity or price changing per period).

* Renewal via API: The InitiateRenew API copies asset and ramp data into the new quote.

* Result: All ramp segments are recreated - preserving ramp structure for renewal.

* Why B is Correct:

* Renewal quote retains the same ramp lines as the original asset.

* Why Others Are Incorrect:

* A: Segments are recreated as ramped (not flattened).

* C: Would eliminate ramp structure, which contradicts the API's renewal logic.

References :

* Salesforce CPQ Implementation Guide - Ramp Renewals and InitiateRenew API Behavior

* Salesforce Subscription Management Implementation Guide - Renewal Processing for Ramped Assets

NEW QUESTION # 82

For Lot-based or As-Is Renewals, how should a user trace an Asset's renewal price breakdown back to its original Net Unit Price?

- A. Review the Asset's Asset Action record(s).
- B. Review the Asset's Asset State Period record(s).
- C. Review the Asset's Asset Action Source record(s).

Answer: A

Explanation:

In Salesforce Revenue Cloud, particularly when managing Lot-based or As-Is Renewals, the system tracks pricing and lifecycle changes using the Asset Action object. This object represents a single lifecycle event (e.

g., purchase, renewal, upgrade) that occurred to an asset and captures:

- * Net Unit Price at the time of action
- * Action type (e.g., renewal, cancellation)
- * Source and target pricing metadata

To trace back the renewal price to the original net unit price, users should examine the Asset Action records associated with the asset. Each action contains detailed pricing information at the time the action was executed, enabling full auditability.

* Option A (Asset State Period) tracks state over time but doesn't store pricing breakdowns.

* Option B (Asset Action Source) is used to relate an asset action to its originating object (e.g., order or quote), but not to track pricing details.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Asset Actions and Renewals": "Asset Actions provide visibility into pricing and changes during renewals, upgrades, and other lifecycle events. The Net Unit Price is recorded in the Asset Action record."

* Asset Lifecycle Guide - "Understanding Asset Actions": "Use Asset Action records to audit price changes over time, including renewal-specific pricing breakdowns." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Lifecycle Guide

Asset Lifecycle and Renewal Data Model Reference

NEW QUESTION # 83

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