

Rev-Con-201 Minimum Pass Score & Valid Rev-Con-201 Exam Question



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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<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 3	<ul style="list-style-type: none"> 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.
Topic 4	<ul style="list-style-type: none"> 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.
Topic 5	<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.

Topic 6	<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.
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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q106-Q111):

NEW QUESTION # 106

When a sales user is amending assets, the amendment quote does not have a contract populated. What is the reason?

- A. The amendment operation has been started from the Account.
- B. The amendment operation has been started from the Contract.
- C. The amendment operation has been started after Renewal.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

When beginning an amendment:

From the Revenue Cloud Amendment Guide:

* "If an amendment is initiated from the Account, Salesforce cannot automatically determine which Contract to use, so the Amendment Quote is created without a Contract reference."

* "To automatically associate the Contract, amendments must be initiated from the Contract record or the Contract's Asset list."

Option A is not related to contract population rules.

Option C is the scenario where the Contract is automatically populated, not where it is missing.

References:Revenue Lifecycle Management Implementation Guide - Starting Amendments; Contract Context Requirements.

NEW QUESTION # 107

A Billing Operations user at Universal Containers needs the system to automatically generate invoices every Monday at 6:00 AM for all completed billing schedules from the past week.

How should the user configure this automation in Billing?

- A. Define a Billing Treatment that references an Invoice Generation Time field at the product level.
- B. Schedule a Recurring Invoice Run with a Weekly frequency and 6:00 AM start time.
- C. Create a custom flow that runs nightly and generates invoices using the Invoice Preview feature.

Answer: B

Explanation:

To automatically generate invoices at a specific time and on a recurring schedule, Salesforce Billing provides the Recurring Invoice Run functionality. This feature allows users to define how often invoice runs should occur (e.g., daily, weekly, monthly) and at what time of day. In this scenario, the correct approach is to schedule a Recurring Invoice Run with a Weekly frequency, specifically set to run every Monday at 6:00 AM.

As described in the Salesforce Billing Implementation Guide, Recurring Invoice Runs allow Billing users to:

- * Select the frequency (e.g., weekly)
 - * Define the day(s) and time of execution
 - * Automatically generate invoices for completed billing schedules during the configured time window This method ensures consistency, reduces manual workload, and aligns with operational requirements.
- Option A refers to Billing Treatments, which are used to manage how invoices are formatted or communicated, not when they are generated.

Option C, using a custom flow with Invoice Preview, is a non-standard and unnecessarily complex approach for a routine task that is already handled natively by Salesforce Billing.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Salesforce Billing Implementation Guide - "Recurring Invoice Runs": "Use Recurring Invoice Runs to configure automated invoice generation. You can set the recurrence frequency (daily, weekly, etc.), and specify the time of execution to match business needs."
- * Billing Operations Guide - "Automation for Scheduled Invoicing": "Recurring invoice runs simplify billing operations by executing invoice logic for completed billing schedules on a regular cadence." References:

Salesforce Billing Implementation Guide

Salesforce Revenue Cloud Operations Guide

Billing Setup & Automation Best Practices

NEW QUESTION # 108

A large enterprise company offers flexible options for customers to lease or buy products. Before implementing Revenue Cloud, the company had a large product catalog to ensure that each product could be associated with the correct price to support both lease and buy use cases.

Which Revenue Cloud feature should help the company rationalize its product catalog?

- A. Commercial products and Technical products
- **B. Product selling model and product selling model option**
- C. Multiple price books and associated price book entries

Answer: B

Explanation:

Salesforce Revenue Cloud introduces the Product Selling Model and Product Selling Model Option framework to help companies offer multiple purchase or subscription options for the same base product, reducing catalog sprawl. This approach is ideal for businesses that previously created multiple product records (e.g., separate SKUs for lease vs. buy) just to accommodate different pricing or selling logic.

With selling models, you define whether a product is sold as a one-time purchase, subscription (e.g., monthly, annual), lease, or usage-based. You can then attach multiple Selling Model Options to a single product, each reflecting a specific commercial approach (e.g., Lease Monthly, Term Annual, One-Time).

This allows the business to maintain a streamlined catalog while supporting diverse sales motions.

Option B refers to the decomposition process and is more relevant for fulfillment than pricing.

Option C (Multiple Price Books) enables regional or segmented pricing but doesn't solve the core problem of catalog sprawl due to multiple sales models.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Subscription Management Implementation Guide - "Product Selling Models": "Selling Models reduce catalog complexity by allowing a single product to support multiple commercial options such as one-time, lease, or subscription."
- * CPQ Implementation Guide - "Product Configuration Best Practices": "Use selling model options to attach different billing or pricing terms to a single product record rather than duplicating products." References:

Subscription Management Implementation Guide

Salesforce CPQ Implementation Guide

Revenue Cloud Product Catalog Strategy Notes

NEW QUESTION # 109

An administrator is configuring a subscription product in Revenue Cloud for a customer whose order starts on January 1. The finance team wants to collect payment before the service begins so that each invoice is sent on the 15th of the prior month.

Which Billing Type should the Billing Treatment Item have to meet this requirement?

- **A. Advance**
- B. None

- C. Arrear

Answer: A

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

- * "Billing Type determines when a customer is invoiced and charged for a subscription or service. You can set Billing Type to Advance or Arrear."
- * "Advance billing collects payment before the service period begins. The invoice is generated prior to the start date of the service period."
- * "Arrear billing collects payment after the service has been delivered." Step-by-Step Reasoning:
- * Requirement: The finance team wants invoices to be sent before the service begins (on the 15th of the prior month).
- * Advance Billing Type: Ensures that invoicing occurs prior to the service period start, aligning perfectly with the "collect before service" requirement.
- * Arrear Billing Type: Would bill after the service delivery, which does not meet the requirement.
- * None: Would result in no defined billing schedule, leaving the invoicing behavior undefined.

Therefore, Advance Billing Type is correct.

References :

- * Salesforce Billing Implementation Guide - Billing Treatments and Billing Type
- * Salesforce Subscription Management Implementation Guide - Invoice Timing and Billing Configuration

NEW QUESTION # 110

A new order is created with these details:

- * The account has a default Billing Profile with a billing address in San Francisco.
- * An order is created associated with this account with a billing address in New York.
- * The order has a billing account attached with a billing address in Chicago. When billing processes the order, which city will be used?

- A. San Francisco
- **B. Chicago**
- C. New York

Answer: B

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

- * "When generating invoices, Salesforce Billing uses the billing account attached to the order as the billing entity."
- * "If a billing account is specified on the order, its details (including Billing Address) take precedence over the order or account-level billing information."
- * "If no billing account is provided, the system falls back to the order's billing fields, and then to the account's default billing profile."

Step-by-Step Reasoning:

- * Hierarchy for billing address resolution: Billing Account (highest) # Order Billing Address # Account Billing Profile (lowest).
- * In this case:
- * Billing Account (Chicago) exists and overrides all others.
- * Why B is Correct: The billing process will use Chicago, because the billing account attached to the order dictates the billing details.

References :

- * Salesforce Billing Implementation Guide - Billing Account Hierarchy and Invoice Address Resolution
- * Salesforce Subscription Management Implementation Guide - Order Billing Account Logic

NEW QUESTION # 111

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