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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q147-Q152):

NEW QUESTION # 147

A Revenue Cloud sales user is working with a customer who wants to use their own service order in a .docx file format. The customer needs to provide additional details for a contract to include their own custom terms.

Which option in the versioning process supports this requirement?

- A. Generate Contract from a Template
- **B. Import Contract**
- C. Modify Contract in Microsoft 365 editor

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud CLM supports Import Contract to:

- * Take a customer-provided .docx document.
- * Bring it into the CLM system as a contract version.
- * Allow further negotiation and clause management.

"Generate from a Template" (B) creates documents based on Salesforce templates, not external files. "Modify in Microsoft 365 editor" (C) assumes the contract was already generated from CLM; it doesn't start from a customer's own document.

References:

CLM / Contract Authoring Documentation - Import Contract Functionality

NEW QUESTION # 148

A consultant wants to inherit all the standard components of the standard context SalesTransactionContext, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components.

The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customizations that were made.

What should the consultant do to achieve this?

- A. Upgrade SalesTransactionContext.
- B. Clone SalesTransactionContext.
- **C. Extend SalesTransactionContext.**

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, the Context Service provides reusable, versioned context definitions that define transactional data used in pricing, quoting, and billing operations. When a consultant wants to customize a standard context definition while retaining upgrade compatibility, the correct method is to extend the standard context (not clone it).

Extending a context (e.g., SalesTransactionContext) allows the new definition to inherit all standard nodes, attributes, and mappings from the base definition. The consultant can then safely add or override components without modifying the standard base. When Salesforce releases upgrades to the standard context, the extended context automatically inherits new or improved components, preserving all custom enhancements.

Cloning, on the other hand, creates a static copy and breaks the upgrade path-future improvements to the standard context would not be inherited.

Exact Extract from Salesforce Revenue Cloud Platform Guide:

"Extend a standard context to inherit its nodes and mappings. This ensures access to Salesforce-delivered updates while preserving

your custom additions." References:

Salesforce Revenue Cloud Platform Concepts - Context Service and Context Definition Inheritance
Salesforce CPQ & Billing Developer Guide - Extending Standard Context Definitions
Salesforce Subscription Management Implementation Guide - Best Practices for Context Extensibility

NEW QUESTION # 149

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

Answer: B

Explanation:

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

NEW QUESTION # 150

A Revenue Cloud Consultant is helping a customer cancel a portion of their subscription for a product that was purchased multiple times over the past year, each at a different price point. When the cancellation is processed, the refund or credit amount will be based on the purchase price of the product.

Which pricing strategy is being used to determine the cancellation value?

- **A. FIFO (First In, First Out) - Uses the earliest asset's price to determine the refund or credit.**
- B. Average Cost - The system averages the prices of all purchases to calculate the cancellation value.
- C. LIFO (Last In, First Out) - Uses the most recent asset's price to determine the refund or cancellation credit.

Answer: A

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

* "When multiple assets exist for the same product at different price points, Salesforce applies the FIFO (First In, First Out) strategy to determine which asset(s) to cancel and what price to use for refund calculation."

* "The earliest purchased asset is considered first during partial cancellations or quantity reductions."

* "This ensures financial accuracy based on original transaction pricing rather than averaging or last purchase pricing." Step-by-Step Reasoning:

* Scenario: Multiple purchases at different prices # cancel a portion.

* System Behavior: Cancellation refund is tied to the earliest purchased (first-in) asset.

* Why A is Correct: Reflects Revenue Cloud's default FIFO cancellation pricing logic.

* Why Others Are Incorrect:

* B: Average pricing is not used by default; FIFO is the standard.

* C: LIFO would use the latest purchase, which is not the default method.

References :

- * Salesforce Subscription Management Implementation Guide - Cancellation and Refund Logic (FIFO Pricing)
- * Salesforce Billing Implementation Guide - Asset-Level Cancellation Pricing Strategy

NEW QUESTION # 151

A software company wants to offer a Premium Suite bundle that includes multiple applications and support services at a discounted price compared to purchasing each component individually. The company also needs to apply different discounts to this bundle based on custom conditions.

Which pricing element must the company use to define the bundle pricing logic and then to calculate its price within a pricing procedure?

- A. Attribute-Based Price and Volume Discount
- **B. Bundle-Based Price and Price Adjustment Matrix**
- C. Bundle-Based Price and Product Selling Model

Answer: B

Explanation:

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

- * "Bundle-Based Pricing allows you to define how the total price of a bundle is determined, whether from component prices, a fixed price, or dynamic price calculation."
- * "Price Adjustment Matrices are used within pricing procedures to apply conditional or tiered discounts to bundle or product pricing."
- * "Attribute-Based Pricing is used for pricing individual products based on attribute values, not entire bundles." Step-by-Step

Reasoning:

* Requirement:

* Create bundle pricing logic (discounted total price).

* Apply varying discounts under specific conditions.

* Correct Components:

* Bundle-Based Price: Controls how bundle total is derived.

* Price Adjustment Matrix: Applies dynamic, condition-based discounts.

* Why B is Correct: Matches both aspects - bundle calculation and dynamic discounting.

* Why Others Are Incorrect:

* A: Attribute-Based and Volume Discount apply to standalone or quantity-based pricing, not complex bundles.

* C: Product Selling Model controls selling duration/frequency, not bundle pricing or discount logic.

References :

- * Salesforce CPQ Implementation Guide - Pricing Procedures and Bundle-Based Pricing
- * Salesforce Billing Implementation Guide - Price Adjustment Matrices
- * Salesforce Subscription Management Implementation Guide - Bundle Pricing Strategy

NEW QUESTION # 152

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