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Passing a Rev-Con-201 certification exam is very hard. It gives the exam candidates a tough time as it requires the most updated information and hands-on experience on the contents of the syllabus. TorrentVCE's Rev-Con-201 brain dumps make your preparation easier. They provide you authentic and verified information and the most relevant set of questions and answers that will help you attain success in your Rev-Con-201 Exam.

Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q137-Q142):

NEW QUESTION # 137
When activating an order with a contract attached, the Revenue Cloud sales rep notices that the contract does not show any related assets.
What caused this to happen?

- A. The Asset Contract Relationship toggle is not active in Setup # Revenue Settings # Automatically create Asset Contract Relationship.
- B. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.
- C. The sales rep did not manually create the Asset Contract Relationship records in order for the Contract to be linked to the Assets.

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In Salesforce Revenue Lifecycle Management / Revenue Cloud, assets are not directly related to contracts with a simple lookup.
Instead, Salesforce uses a junction object called Asset Contract Relationship to connect Assets and Contracts. When an order is

activated and creates assets, the platform can automatically create these junction records if the appropriate setting is enabled.
In Revenue Settings, there is an option similar to:
Automatically create Asset Contract Relationship
When enabled, Revenue Lifecycle Management automatically creates Asset Contract Relationship records between assets and contracts when orders are activated and related contracts exist.
If this toggle is not active, the order can still create Asset records, and the Contract can still be created or updated, but no Asset Contract Relationship records are created automatically. As a result, when the sales rep opens the contract and looks at its related lists, they don't see any assets, because the system never created the relationship records that link the assets to that contract.
Why the other options are incorrect:
* Option B (manual creation required)Salesforce Revenue Cloud is explicitly designed to handle this relationship automatically when the setting is enabled. The documentation describes the process as system-driven configuration using the "Automatically create Asset Contract Relationship" setting, not something a sales rep normally creates manually. Manual creation might be technically possible, but it is not required if the feature is configured correctly.
* Option C (missing 'Revenue Lifecycle Management record' on the Contract)A standard Contract in Revenue Cloud / Revenue Lifecycle Management is the main business record itself. There isn't a separate "Revenue Lifecycle Management record" that must be attached in order for Asset Contract Relationship records to be created. The behavior is governed by the Revenue Settings toggle, not by an additional record type or link as described in this option.
Because the contract is not showing the assets after order activation, the most accurate cause-per the documented behavior in the Revenue Lifecycle / Asset-Contract relationship setup-is that the automatic creation of Asset Contract Relationship records is not enabled, which is exactly what Option A states.
References (Salesforce Revenue Cloud documentation / study materials):
* Salesforce Revenue Lifecycle Management / Revenue Cloud: Revenue Settings - Asset Contract Relationship (Automatically create Asset Contract Relationship)
* Salesforce Revenue Cloud / Revenue Lifecycle Management Implementation Guide: Asset Management and Contract Relationships
* Salesforce Help: Concepts for Assets, Contracts, and Asset Contract Relationship in Revenue Cloud

NEW QUESTION # 138

A customer reaches out to the Billing Operations of a company requesting to change their monthly billing date. Their current billing date is the 15th of each month, but the customer would like it changed to the 20th of each month. On the forthcoming cycle, the customer has also requested to move the billing date to April 22 for this month only.
Which steps should Billing Operations take to meet this request?

- A. The Billing Operations user should process an Amendment canceling the existing Asset and creating a new Asset with the start date of 20th, and then update the Billing Schedule Group's Override Next Billing Date to 22nd April.
- B. The Billing Operations user should process a change order with Period Boundary Day on the Order Item as 20th and update the Override Next Billing Date on the Billing Schedule Group to 22nd of April by doing an inline edit.
- C. The Billing Operations user should select the Billing Schedule Group(s) (BSG) for that asset, and change the parameters on the transaction to the 20th for Billing Day of Month and to the 22nd of April for Override Next Billing Date by doing an inline edit.

Answer: C

Explanation:
Exact Extracts from Salesforce Billing Implementation Guide:
* "Billing Schedule Groups (BSGs) define how and when recurring charges are billed."
* "The Billing Day of Month field on the BSG controls the regular billing date for the customer."
* "Use the Override Next Billing Date field on the BSG to change the billing date for one cycle only without affecting future billing cycles."
* "Inline editing of BSG fields by users with appropriate permissions allows rapid adjustments to billing schedules without amending or recreating assets." Step-by-Step Reasoning:
* Requirement:
* Regular billing date change: from 15th # 20th each month.
* One-time exception for April: bill on April 22 only.
* Solution:
* Edit Billing Schedule Group (BSG):
* Set Billing Day of Month = 20 for future cycles.
* Set Override Next Billing Date = April 22 for one-time adjustment.
* These changes are performed inline without creating a new asset or amendment.
* Why A is correct:Meets both permanent and one-time date changes using existing fields in BSG.

* Why B and C are incorrect:
* B: Unnecessary amendment-no product or contract change required.
* C: "Period Boundary Day" is not used for recurring billing adjustments; it affects order period segmentation, not BSG behavior.
References :
* Salesforce Billing Implementation Guide - Billing Schedule Groups and Override Billing Dates
* Salesforce Subscription Management Implementation Guide - Billing Frequency and Date Adjustments

NEW QUESTION # 139

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

Answer: B

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:
$(31 - 20 + 1) / 31 = 12 / 31 \# 0.3871$
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 # 140

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component.
Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

- A. Product2 IDs
  Catalog IDs
  Category IDs
- B. Pricebook IDs
  Catalog IDs
  Category IDs
- C. Catalog IDs
  ProductClassification IDs

Answer: A

Explanation:
When using the Products List (POST) API in Salesforce Revenue Cloud, developers can query and filter the list of available

products using specific supported parameters. According to the Salesforce Product Catalog and Discovery API documentation, the valid and commonly used filters for the Products List API include:

* Product2 IDs: to retrieve specific products directly by their ID
* Catalog IDs: to filter products based on a specific product catalog
* Category IDs: to filter products that belong to a particular category within a catalog This allows developers to fetch only relevant products for a specific UI component or experience, such as in a Product Discovery component or a custom Lightning Web Component (LWC).

Option B includes Pricebook IDs, which are not supported as filter parameters in the Products List API.
Pricebooks are used in pricing context but are not valid query parameters for this API endpoint.
Option C includes ProductClassification IDs, which are not supported directly in the POST filter payload of the Products List API.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Product Discovery API Developer Guide - "Products List (POST)":"Use Catalog IDs, Category IDs, and Product2 IDs as input filters in the POST request to retrieve relevant product records for discovery or display."
* Revenue Cloud API Reference - "Querying Product Records":"The Products List API supports filtering by catalog, category, and direct product identifiers. Pricebooks are not queryable through this API." References:
Salesforce Revenue Cloud Product Discovery API Guide
Product Catalog and Discovery Developer Documentation
Salesforce CPQ API Reference (Fall '23 and Spring '24 Releases)

NEW QUESTION # 141

A cloud storage company offers a subscription service where customers pay a base platform fee plus usage- based charges. For an Enterprise tier, pricing varies by storage, data transfer, and API calls, with tiered pricing where rates decrease at higher volumes.
The company needs an automated way to manage the entire lifecycle of consumption-based products.
How should a solution architect use Revenue Cloud to meet this requirement?

- A. Use Digital Wallet Management Consumption to sell usage products and track drawdowns.
- B. Use Usage Management to automatically ingest, aggregate, and rate consumption data against the products and pricing schedules defined in the Salesforce Product Catalog.
- C. Build a custom solution with Apex and custom objects to store usage data and batch calculate charges.

Answer: B

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Revenue Cloud provides Usage Management, which fully supports usage-based pricing, rating, and invoicing.
From the Subscription Management and Billing Implementation Guides:
* "Usage Management allows ingestion of raw usage records."
* "Usage data is aggregated, rated, and billed based on the product's rate plan."
* "Tiered pricing is supported natively through usage rate tiers."
Option B refers to Digital Wallet, which is for prepaid drawdowns-not rating usage or supporting tiered charges.
Option A is unnecessary because Salesforce provides end-to-end usage aggregation, rating, and billing out of the box.
References:Salesforce Billing Implementation Guide - Usage Management; Tiered Usage Pricing; Rating Engine.

NEW QUESTION # 142

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