

Rev-Con-201 Study Test, Latest Rev-Con-201 Test Question

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TEST 1
30 MARCH 2023

SUBJECT:	Ethics and Corporate Governance
CODE:	REV201
TIME:	90 minutes
MARKS:	70
EXAMINER:	Ms L Macpherson, Ms A Makubalo
MODERATOR:	Ms J Christian

INSTRUCTIONS:

1. All questions must be answered.
2. Number your answers clearly.
3. Organise your answers under appropriate headings and present in point form where possible.
4. Although the primary purpose of the test is to assess the candidate's knowledge and application of the subject matter, the ability to organise and present such knowledge in acceptable written language will be considered by the examiners. Marks for presentation have been allocated for this very reason.
5. No Tippex or pencil may be used.
6. Any assumptions made by candidates should be clearly stated.

NOTE: This paper consists of 3 questions on 5 pages (including this cover page).

Question	Marks	Minutes
1	31	39
2	26	34
3	13	17
TOTAL	70	90

Page 1 of 5

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A lot of effort, commitment, and in-depth Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam questions

preparation is required to pass this Salesforce Rev-Con-201 exam. For the complete and comprehensive Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) exam dumps preparation you can trust valid, updated, and Rev-Con-201 Questions which you can download from the ValidDumps platform quickly and easily.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q41-Q46):

NEW QUESTION # 41

A pricing administrator must provide a system discount based on certain characteristics of a product. The "Advanced Training" product is based on a product classification called Training. Training has five attributes defined, each with Yes or No options. The pricing administrator marks three attributes on "Advanced Training" as Price Impacting and then updates Attribute Based Adjustments to finalize all requirements.

How many records will this create in the Attribute Discount Entries lookup table?

- A. 0
- **B. 1**
- C. 2

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

For Attribute-Based Adjustments:

* Only attributes marked as Price Impacting are considered.

* For each price-impacting attribute with a Yes/No option, Revenue Cloud expects one entry per value in the Attribute Discount Entries table (e.g., one entry for Yes and one for No).

In this case:

* 3 price-impacting attributes \times 2 values (Yes/No) = 6 Attribute Discount Entries.

Option B (8) would correspond to 2^3 combinations of attributes evaluated together, which is not how Attribute Discount Entries are structured in this context. Option A (15) doesn't align with the described mechanism.

References:

Product Catalog Management & Pricing Guide - Attribute-Based Adjustments and Attribute Discount Entries

NEW QUESTION # 42

A sales rep adds a bundle product from the Browse Catalog and saves it to their quote. They are unable to configure the bundle from the Transaction Line Table or Browse Catalog.

Which permission is the sales rep missing?

- A. Advanced Configurator Designer
- B. Product Configuration Rules User
- **C. Product Configurator**

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

To open and interact with the Revenue Cloud Product Configurator, a user must have the Product Configurator permission assigned.

From the RLM/CPQ Implementation Guide:

* "Assign the Product Configurator permission set to users who need access to the bundle configuration experience."

* "This permission enables the user to launch the configurator from the quote or catalog interface." Why other options are incorrect:

* Product Configuration Rules User: Allows rule execution but not configurator access.

* Advanced Configurator Designer: Intended for admins who design configurator flows, not for sales reps.

References:Salesforce Revenue Lifecycle Management Implementation Guide - Configurator Permissions; Runtime User Requirements.

NEW QUESTION # 43

A customer is integrating Revenue Cloud with their ecommerce website. Orders will be placed directly from the website and may include up to 1,000 products.

Which Revenue Cloud API will work for this integration?

- A. Place Order
- B. Create Order
- C. Place Sales Transaction

Answer: C

Explanation:

Explanation (150-250 words)

The Place Sales Transaction API is the modern, high-performance API for order creation in Salesforce Revenue Cloud. It is specifically designed for transactional use cases-such as ecommerce order placement- where multiple products (up to thousands) need to be processed efficiently in a single transaction.

This API accepts comprehensive input data, including customer, pricing, and contextual attributes, and supports multi-line item transactions with automatic validation, pricing, and order creation. It ensures the correct generation of order records, order products, billing schedules, and related context without requiring separate API calls for each record.

The Create Order and Place Order APIs are legacy or limited-scope endpoints that do not handle large volumes or contextual pricing with the same efficiency.

Exact Extract from Salesforce Revenue Cloud Developer Guide:

"Use the Place Sales Transaction API to create and submit complex orders directly from external systems such as ecommerce platforms. It supports high-volume line items, pricing, and context-driven processing." References:

Salesforce Revenue Cloud Developer Guide - Place Sales Transaction API Overview
Salesforce CPQ and Billing Integration API Reference - Transaction APIs for Order Creation
Salesforce Revenue Cloud Implementation Guide - Ecommerce Integration Patterns

NEW QUESTION # 44

A company's IT team is planning to implement Revenue Cloud. Their team consists of business analysts and administrators. The company plans to solve a complex and major use case of omni-channel selling, allowing its customers to buy directly from its third-party website as well as via its sales reps. The company also plans to hire new staff to support this project. Which skill set does the IT team need to successfully implement this project?

- A. Expertise in Salesforce flows
- B. Expertise in Salesforce Integration, including REST APIs
- C. Expertise in Apex and Lightning Web Component development

Answer: B

Explanation:

For implementing omni-channel selling with Revenue Cloud where customers can purchase directly from a third-party website and through sales reps, expertise in Salesforce Integration with REST APIs is essential.

This integration skill enables the company to connect Revenue Cloud with external systems and third-party platforms.

Revenue Cloud is built on an API-first, modern architecture where every pricing, quoting, and revenue process is exposed via APIs. To enable direct purchases from a third-party ecommerce website while simultaneously processing sales rep transactions, the technical team must understand how to integrate external systems with Revenue Cloud through REST APIs. These APIs allow the website to communicate with Revenue Cloud, create quotes, submit orders, and manage the quote-to-cash process programmatically.

The omni-channel requirement specifically demands integration expertise because the company must synchronize data between its website platform and Revenue Cloud. APIs like Place Sales Transaction, Create Order, and Product Discovery APIs provide the technical foundation for this integration. Without strong integration skills including REST API knowledge, the company cannot effectively connect multiple sales channels to Revenue Cloud.

While Option B (Flows) are useful for automation within Salesforce and Option C (Apex/LWC) can enhance functionality, they are not the primary skill needed for external system integration. Flows are low-code/no-code tools suitable for internal process automation, and custom Apex/LWC are typically tertiary requirements. Integration expertise with REST APIs is the foundational skill that directly addresses the omni-channel architecture requirement.

References: Revenue Cloud API-First Architecture documentation, Revenue Cloud Developer Guide - Integration patterns, Place Sales Transaction API documentation, Revenue Cloud Omni-Channel Implementation

NEW QUESTION # 45

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be

included in the discovery to help design this migration?

- A. Quote, Quote Line, Order, Order Product
- **B. Asset, Asset Action, Asset State Period, Asset Action Source**
- C. Asset, Subscription, Subscribed Asset, Order

Answer: B

Explanation:

For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.

The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships. The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.

Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.

Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.

Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking. The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements. References: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

NEW QUESTION # 46

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