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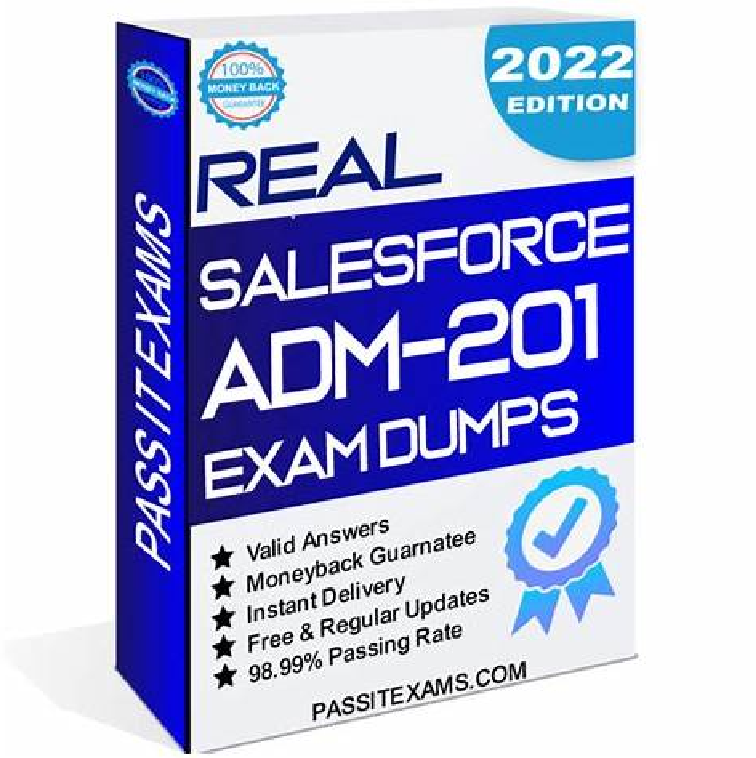

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 4	• 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.

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The contents of our Rev-Con-201 study materials are all compiled by industry experts based on the examination outlines and industry development trends over the years. Rev-Con-201 exam guide is not simply a patchwork of test questions, but has its own system and levels of hierarchy, which can make users improve effectively. Our Rev-Con-201 Study Materials contain test papers prepared by examination specialists according to the characteristics and scope of different subjects. And if you study with our Rev-Con-201 exam questions, you are bound to pass the Rev-Con-201 exam.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q144-Q149):

NEW QUESTION # 144
A Revenue Cloud Consultant needs to update the flow used to browse the catalog. The consultant made the changes and activated the flow but is not seeing the changes during testing.
Which step did the consultant miss?

- A. Adding the Flow Name in the Revenue Settings Setup.
- B. Adding the Flow Name in the Product Discovery Setup.
- C. Adding the Flow Name in the Pricing Settings Setup.

Answer: B

Explanation:
Exact Extracts from Salesforce Revenue Cloud (CPQ and Subscription Management Implementation Guides):
* "Product Discovery Setup defines the flows used for product selection and catalog browsing in Revenue Cloud."
* "When a custom or updated Product Discovery Flow is created, it must be added to Product Discovery Setup to be invoked during catalog navigation."
* "Activating a flow alone does not make it available for catalog usage unless it is registered in Product Discovery Setup." Step-by-Step Reasoning:
* Scenario: Consultant modifies and activates a catalog browsing flow but does not see changes in UI.
* Requirement: The new or edited flow must be registered within the Product Discovery Setup page to replace the default one.
* Why B is Correct:
* Product Discovery Setup tells Revenue Cloud which flow to call when browsing products.
* Pricing Settings and Revenue Settings relate to pricing and billing, not discovery flows.
References :
* Salesforce CPQ Implementation Guide - Product Discovery and Catalog Setup
* Salesforce Subscription Management Implementation Guide - Flow Configuration for Product Discovery

NEW QUESTION # 145
A project is moving from the design phase to the build phase.
What should a Revenue Cloud Consultant do to ensure a successful build cycle?

- A. Build in the production environment, let users test it live, and provide feedback in real time.
- B. Write user stories, have user workshops to confirm requirements, and build test use cases.
- C. Set up environments for development, testing, and production, and choose a deployment tool.

Answer: C

Explanation:
As a Salesforce Revenue Cloud project moves from design into the build phase, it is essential to follow Salesforce's recommended development lifecycle and environment strategy to ensure a smooth, secure, and scalable implementation.
Per the Salesforce Revenue Cloud Implementation Guide and Project Delivery Framework, the consultant must:
* Set up multiple environments: such as Developer Sandbox (for configuration and coding), UAT Sandbox (for user testing), and Production (for go-live)
* Establish a deployment strategy and toolset: using tools like Change Sets, Salesforce CLI, DevOps Center, or third-party CI/CD platforms
* Maintain proper version control and release planning
This approach ensures code quality, traceability, and a safe pathway for validating changes before going live.
Option B, while valid during design and requirement gathering, should have been completed before build.
Option C (building directly in production) violates best practices, increases risk, and lacks rollback and testing controls.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Revenue Cloud Delivery Framework - "Environment Strategy":"Create isolated sandboxes for development, QA, and UAT. Always deploy to production through a structured release process."
* Salesforce Implementation Lifecycle - "Build Phase":"Establish a deployment toolset and environment strategy at the beginning of the build cycle to ensure governance and minimize risk." References:
Salesforce Revenue Cloud Delivery Framework
Salesforce Project Lifecycle Best Practices
Salesforce DevOps and Deployment Strategy Documentation

NEW QUESTION # 146
A company processes orders. When the orders are activated but not submitted, the company wants the assets to be automatically created.
How should a Revenue Cloud Consultant automatically create assets for all order products?

- A. Use the Assetize Order flow.
- B. Use the Activate action on the order.
- C. Use the Submit Order for Fulfillment flow.

Answer: A

Explanation:
Explanation (150-250 words)
In Salesforce Revenue Cloud, assetization is the process of converting order products into active Asset records that track entitlements and subscriptions. When a business requires asset creation upon order activation (before submission for fulfillment), the proper approach is to use the Assetize Order flow.
The Assetize Order flow automatically generates assets for all qualifying order products as soon as the order reaches the Activated status. It can be configured to run automatically through automation or invoked manually as part of an operational process.
The Submit Order for Fulfillment flow (option B) triggers fulfillment operations (e.g., provisioning or shipment) and is not intended for early asset creation. The Activate action alone does not create assets unless combined with the Assetize flow.
Exact Extract from Salesforce Subscription Management Implementation Guide:
"Use the Assetize Order flow to automatically create asset records when an order is activated. This process supports early asset creation prior to fulfillment." References:
Salesforce Subscription Management Implementation Guide - Assetize Order Flow Overview Salesforce Revenue Cloud Data Model - Order to Asset Lifecycle Salesforce CPQ-Billing Integration Guide - Automation for Asset Creation

NEW QUESTION # 147
A critical manual review step in the order fulfillment process is designed to take up to 60 minutes. The company configures the system to trigger an alert if the task is not completed 15 minutes before its scheduled end.
Based on this scenario, which key parameters were configured in the Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

- A. Task Priority and Escalation Rule
- B. Estimated Duration and Jeopardy Threshold
- C. Completion Deadline and Warning Interval

Answer: B

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
In DRO, SLA and jeopardy management are typically driven by:
* Estimated Duration - how long a task is expected to take (e.g., 60 minutes).
* Jeopardy Threshold - when a task is considered at risk (e.g., 15 minutes before due time).
These parameters enable jeopardy alerts and proactive management before SLA breaches.
Completion Deadline / Warning Interval (A) and Task Priority / Escalation Rule (B) are more generic concepts and not the named DRO configuration parameters for this specific SLA pattern.
References:
Dynamic Revenue Orchestrator Guide - Jeopardy Management, Estimated Duration, and Thresholds

NEW QUESTION # 148
A company creates large quotes with hundreds of line items. These line items must be generated in a specific format for internal processing and presentation to the customer.
What should the sales reps use to generate these line items in the required format?

- A. Custom Report
- B. OmniStudio Document Generation
- C. Document Builder

Answer: C

Explanation:
Salesforce CPQ provides a powerful built-in tool called Document Builder for generating documents from quotes, particularly when dealing with a large volume of quote line items. Document Builder allows sales reps to design templates that reflect branding and formatting requirements, while also ensuring data consistency pulled directly from the quote and quote line item records.
According to the Salesforce CPQ Implementation Guide, Document Builder supports features such as:
* Pagination for large quote tables.
* Grouping and sorting of line items.
* Conditional logic to display specific sections.
* Merging quote-level and line-level fields dynamically.
This makes Document Builder the optimal and scalable solution for companies managing large quotes with hundreds of line items, as it is natively integrated with Salesforce CPQ and tailored for high-volume quoting use cases.
While OmniStudio Document Generation can be used across various Salesforce industries, it is typically more applicable in Salesforce Industries (Vlocity) implementations and not the default or recommended approach for standard Revenue Cloud customers. A Custom Report would not provide the flexible formatting, pagination, and quote-specific templating capabilities needed for such structured document output.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce CPQ Implementation Guide - "Quote Document Templates" Section:"Document templates allow for the display of quote and quote line item data using merge fields and conditional formatting.
Templates can be customized to handle large volumes of quote lines with repeating sections, grouping, and multi-page support."
* Salesforce CPQ and Billing Developer Guide - "Generate Document API" Section:"The Quote Document generation process supports dynamic data merging and formatting for internal and customer- facing documents." References:
Salesforce CPQ Implementation Guide
Salesforce Billing Implementation Guide
Salesforce Revenue Cloud Product Documentation (Fall 2023 Release Notes) Salesforce CPQ and Billing Developer Guide

NEW QUESTION # 149
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