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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> • Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
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.

>> **Rev-Con-201 Test Sample Questions** <<

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q79-Q84):

NEW QUESTION # 79

A sales rep is beginning the process of renewing a customer's expired assets in Revenue Cloud. What is the first step the sales rep should take?

- A. Create a new Quote/Order record and manually add the expired assets in the Transaction Line Editor.
- B. Update the Assets Lifecycle End Date on the Current Asset State Period and Asset Action records.
- **C. Override Renewal Term using the Managed Assets Component on the Account/Contract record.**

Answer: C

Explanation:

Explanation (150-250 words)

When renewing expired assets in Salesforce Subscription Management, the recommended starting point is the Managed Assets Component on the Account or Contract record. From this interface, sales users can override the Renewal Term and initiate the renewal flow for expired or expiring assets.

This ensures that the system automatically references existing asset data, applies renewal pricing logic, and creates the appropriate Renewal Quote and subsequent order.

Manually updating Asset State Periods or Asset Actions (option B) violates lifecycle integrity and is not supported. Similarly, manually adding assets to a quote (option C) disconnects them from the asset management lifecycle, resulting in data inconsistency.

Exact Extract from Salesforce Subscription Management Guide:

"To renew expired assets, initiate the renewal from the Managed Assets Component. Override the renewal term if necessary to regenerate a renewal quote." References:

Salesforce Subscription Management Implementation Guide - Managing and Renewing Expired Assets
Salesforce Revenue Cloud UI Guide - Managed Assets Component
Salesforce CPQ Subscription Lifecycle - Renewal Term Handling

NEW QUESTION # 80

A company purchased Revenue Cloud. The project scope includes the entire Product-to-Cash lifecycle including Dynamic Revenue Orchestrator and Contract Lifecycle Management (CLM). As part of CLM, the company would like to perform internal and external collaborative redlining.

With which cloud computing provider does Salesforce need to integrate?

- A. Google Cloud Platform (GCP)
- **B. Microsoft Azure**
- C. Amazon Web Services (AWS)

Answer: B

Explanation:

Exact Extracts from Salesforce CLM and Revenue Cloud Documentation:

* "Salesforce CLM leverages integration with Microsoft Azure for document storage and redlining via Microsoft Word Online."

* "External and internal collaborative redlining uses Microsoft 365 capabilities hosted on Azure."

* "This integration enables real-time co-authoring and version tracking directly within Salesforce." Step-by-Step Reasoning:

* Requirement: Support for collaborative document redlining inside Salesforce CLM.

* Underlying Provider: Salesforce CLM integrates with Microsoft Azure for Word-based collaboration.

* Why B is Correct: Azure hosts the Microsoft 365 services used for real-time editing.

* Why Others Are Incorrect:

* A (GCP): Not used by Salesforce CLM for redlining.

* C (AWS): Salesforce infrastructure runs on AWS in some regions, but CLM redlining is Microsoft-based.

References :

* Salesforce Contract Lifecycle Management Implementation Guide - Microsoft Integration and Redlining

* Salesforce Revenue Cloud Implementation Guide - CLM and Dynamic Revenue Orchestration Integration Overview

NEW QUESTION # 81

A Revenue Cloud Consultant wants to customize the Transaction Line Editor to display an existing custom field, Estimated Delivery Date, for sales reps when they are working on Quote record pages.

What is the correct method to achieve this customization?

- A. Enable 'Instant Pricing' under Revenue Settings to automatically display all custom fields on the Transaction Line Editor.
- B. Add the Estimated Delivery Date field to the relevant Quote Line Item page layout to display the field in the Transaction Line Editor.
- **C. Add Estimated Delivery Date as a selected field to the Transaction Line Editor component in the Quote Lightning Record page.**

Answer: C

Explanation:

Explanation (150-250 words)

The Transaction Line Editor (TLE) in Salesforce Revenue Cloud provides a configurable grid interface for users to interact with Quote Line Items (QLIs). To display custom fields such as Estimated Delivery Date, administrators must explicitly add those fields to the Selected Fields list of the TLE component within the Quote Lightning Record Page.

This configuration determines which fields appear in the line editor and in what order. Adding fields to the Quote Line Item page layout (option C) does not affect TLE visibility because the TLE configuration operates independently of page layouts. Option B (enabling Instant Pricing) controls pricing recalculation frequency and is unrelated to UI field visibility.

Exact Extract from Salesforce CPQ Implementation Guide:

"To display a custom field in the Transaction Line Editor, add it as a selected field in the TLE component configuration on the record page where it appears." References:

Salesforce CPQ Implementation Guide - Transaction Line Editor Customization
Salesforce Revenue Cloud Configuration Guide - TLE Field Selection and Layout Management
Salesforce Solution Architect Handbook - Optimizing Line Editor User Experience

NEW QUESTION # 82

A product designer created a new simple product and ensured that the product is active, has a product selling model, has a price book entry, and has a category. Few other settings are enabled in the organization's setup:

Advanced Configuration Rules and Constraints, Use Indexed Data for Product Listing and Search, Guided Product Selection, and Ramp Deals.

The new product is not appearing in Browse Catalog.

Which step did the product designer miss?

- A. Rebuild Ramp Segment.
- B. Rebuild Constraint Model.
- **C. Rebuild Index.**

Answer: C

Explanation:

Exact Extracts from Salesforce CPQ & Subscription Management Documentation:

- * "When using Indexed Data for Product Listing and Search, Salesforce Revenue Cloud maintains an index of active products used in Browse Catalog."
- * "After creating or modifying products, administrators must run Rebuild Index to include new or updated products in catalog search results."
- * "Constraint Models and Ramp Segments are independent configurations and do not control catalog visibility." Step-by-Step Reasoning:

- * Symptom: New product not visible in catalog search despite being active and correctly configured.
- * Cause: Index not rebuilt - product not yet included in catalog index table.
- * Solution: Run Rebuild Index from Product Discovery or Catalog Management settings.
- * Why C is Correct: Required for systems using Indexed Data for catalog browsing.
- * Why Others Are Incorrect:
- * A: Constraint Models affect configuration, not catalog visibility.
- * B: Ramp Segments relate to multi-period pricing, not catalog indexing.

References :

- * Salesforce CPQ Implementation Guide - Product Discovery and Indexed Data Search
- * Salesforce Subscription Management Implementation Guide - Catalog Indexing and Product Visibility Maintenance

NEW QUESTION # 83

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. Arrear
- **B. Advance**
- C. None

Answer: B

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 # 84

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