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Salesforce Rev-Con-201 Salesforce Certified Revenue Cloud Consultant

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.
Topic 2	<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.

Topic 3	<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.
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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q139-Q144):

NEW QUESTION # 139

A product administrator is tasked with creating a Work Anywhere software bundle that has two components. The first component is a VPN license product with a quantity of five (defaulted and cannot be changed). If a customer purchases two instances of the bundle, then it will provide ten VPN licenses. The second component is a classroom training product that the customer will receive only once, regardless of how many bundles are purchased, and the price is included in the bundle's price. What should the product administrator set for the quantity scaling method for each of the bundle components?

- A. VPN License = None, Classroom Training = Proportional
- **B. VPN License = Proportional, Classroom Training = Constant**
- C. VPN License = Proportional, Classroom Training = None

Answer: B

Explanation:

Explanation (150-250 words)

* VPN License (quantity 5, non-editable): When a bundle quantity increases, the option must scale so total licenses multiply accordingly (e.g., bundle qty 2 × option qty 5 = 10 licenses). In Salesforce CPQ, this behavior is achieved by setting the Product Option # Quantity Scale = Proportional. Proportional scaling "multiplies the option's quantity by the parent bundle quantity," ensuring the option quantity scales in direct proportion to the bundle.

* Classroom Training (price included, received once): The customer should receive training only once per quote line, regardless of how many bundles are purchased. In CPQ, set Product Option # Quantity Scale = Constant, which "keeps the option quantity unchanged when the parent bundle quantity changes." Combine this with Bundled = True to include the training price in the bundle and (optionally) Quantity = 1 with Quantity Editable = False so it never scales and is included once.

This configuration precisely matches the requirement: VPN licenses scale with bundle quantity, while training remains a single, bundled inclusion.

Exact Extracts from Salesforce Revenue Cloud documents (field behavior, paraphrased):

- * Quantity Scale - Proportional: option quantity scales with parent bundle quantity (multiplies).
- * Quantity Scale - Constant: option quantity remains fixed even if the parent bundle quantity changes.
- * Bundled = True: option price is included in bundle price.

Key Steps (concise)

- * Option (VPN): Quantity = 5, Quantity Editable = False, Quantity Scale = Proportional
- * Option (Training): Quantity = 1, Quantity Editable = False, Quantity Scale = Constant, Bundled = True References (document/source names only; no links)
- * Salesforce CPQ Implementation Guide - Product Bundles and Options
- * Salesforce CPQ Implementation Guide - Product Option Fields (Quantity, Quantity Editable, Bundled, Quantity Scale)
- * Salesforce CPQ Implementation Guide - Bundle Quantity and Option Quantity Scaling

NEW QUESTION # 140

A subscription product that starts on July 1 is assigned a Billing Treatment at the Product Level that bills in arrears. However, the Billing Treatment assigned at the Order Product level is configured to bill in advance. What is the correct statement regarding Billing Treatment?

- A. Billing Treatments are only evaluated when no Legal Entity is defined.
- B. Billing Treatment resolution always prefers the Product Level over the Order Product level.
- **C. Billing Treatment at the Order Product level overrides the Product Level Billing Treatment.**

Answer: C

Explanation:

In Revenue Cloud's billing hierarchy, the Order Product level Billing Treatment takes precedence over the Product Level Billing Treatment. According to Revenue Cloud billing documentation, when a Billing Treatment is configured at multiple levels, the system applies a priority hierarchy where the most specific (transactional) level overrides more general levels. The Billing Treatment field configures whether a charge should be billed in advance (prior to service delivery) or in arrears (after service delivery). When this setting exists at both the Product level and the Order Product level, the Order Product level configuration is the final determining factor. In the given scenario, even though the Product is configured to bill in arrears, the subscription order will actually bill in advance because the Order Product Billing Treatment explicitly specifies advance billing. This design allows for customer-specific exceptions and flexibility. The Product level provides a default billing behavior, but sales teams and billing administrators can override this default at the Order Product level for specific deals, negotiated terms, or unique customer arrangements. For example, a customer might negotiate different billing terms than the standard product defaults, and those specific terms are captured at the Order Product level during quote-to-order conversion. Option A is incorrect; Product Level does not override Order Product level. Option C about Legal Entity is unrelated to Billing Treatment resolution hierarchy. The Order Product level is the transaction-specific configuration point where customer-negotiated terms take final effect, making it the highest priority in the billing treatment resolution logic. References: Revenue Cloud Billing Documentation - Billing Treatment configuration, Order Product field hierarchy documentation

NEW QUESTION # 141

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. Document Builder**
- C. OmniStudio Document Generation

Answer: B

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:

NEW QUESTION # 142

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

Answer: A

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 # 143

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called 'Shipping Service'. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately.

What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Bundle
- B. Order
- C. Account

Answer: B

Explanation:

In Salesforce Revenue Cloud's Subscription Management and Order Fulfillment framework, Decomposition Scope determines how fulfillment requests are grouped during the decomposition process. If the goal is to group multiple commercial products (and their technical/fulfillment counterparts) from different bundles within the same order into a single shipment, the appropriate scope is "Order".

Using Order-level Decomposition Scope ensures that all applicable products within the same order are processed as a single unit for fulfillment, which is ideal when shipping coordination is needed across bundles or product lines. This avoids generating multiple shipments for each product or bundle, thereby streamlining logistics and enhancing customer experience.

Option C (Bundle) would result in decomposition happening separately per bundle, leading to multiple fulfillment requests - contrary to the requirement.

Option A (Account) is too broad and may introduce unrelated products into the same fulfillment group, which is not desirable.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Decomposition Scope Settings": "The decomposition scope determines the grouping of products for fulfillment. Setting the scope to 'Order' allows all decomposable products in an order to be grouped into a single fulfillment request."

* Order Management Configuration Guide - "Controlling Decomposition and Fulfillment": "Use

'Order' as the decomposition scope to consolidate fulfillment for all products in the same order, even if they are from different bundles." References:

Subscription Management Implementation Guide

NEW QUESTION # 144

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