

Die seit kurzem aktuellsten Salesforce Certified Revenue Cloud Consultant Prüfungsunterlagen, 100% Garantie für Ihren Erfolg in der Salesforce Rev-Con-201 Prüfungen!



Außerdem sind jetzt einige Teile dieser Fast2test Rev-Con-201 Prüfungsfragen kostenlos erhältlich: <https://drive.google.com/open?id=1Hb1OTstDnTq0jweFk6iP1vSToaQ1ogzT>

Um der Anforderung des aktuellen realen Test gerecht zu werden, aktualisiert das Technik-Team von Fast2test rechtzeitig die Fragen und Antworten zur Salesforce Rev-Con-201 Zertifizierungsprüfung. Wir akzeptieren immer Rückmeldungen von Benutzern und nehmen viele ihre Vorschläge an, was zu einer perfekten Schulungsmaterialien zur Salesforce Rev-Con-201 Prüfung macht. Dies ermöglicht Fast2test, immer Produkte von bester Qualität zu besitzen.

Salesforce Rev-Con-201 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.
Thema 2	• 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.
Thema 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.
Thema 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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Salesforce Certified Revenue Cloud Consultant Rev-Con-201 Prüfungsfragen mit Lösungen (Q129-Q134):

129. Frage

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

Antwort: B

Begründung:

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

130. Frage

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 sales rep did not manually create the Asset Contract Relationship records in order for the Contract to be linked to the Assets.
- C. 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.

Antwort: A

Begründung:

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.

131. Frage

A solution architect is leading a discovery session for a complex B2B company. The architect needs to align the product catalog structure to meet stakeholder needs. Each line of business has its own bundling logic, selling models, and approval requirements, but the executive team wants a unified catalog to support reuse, governance, and cross-selling.

What should the solution architect do during the session to make sure the product catalog structure aligns with business needs?

- A. Design multiple catalogs for each business unit to isolate business logic and reduce dependencies.
- **B. Lead with a shared catalog with reusable components, attributes, and selling models tailored per business need.**
- C. Prioritize stakeholder preferences for custom bundles so each bundle independently supports different business units.

Antwort: B

Begründung:

Explanation (150-250 words)

In Salesforce Revenue Cloud, a unified catalog strategy promotes scalability, governance, and efficient cross-sell and upsell opportunities across business units. For large B2B enterprises with diverse product models, the best approach is to lead discovery with a shared catalog architecture using reusable components, shared attributes, and modular selling models that can be adapted per business line.

This method ensures data consistency and allows governance teams to maintain a single source of truth for pricing, attributes, and approval logic-while still allowing flexibility for each line of business to define unique bundles or rules.

Creating separate catalogs (option C) or fully independent custom bundles (option B) leads to duplication, inconsistent logic, and high maintenance.

Exact Extract from Salesforce Revenue Cloud Catalog Management Guide:

"A unified catalog with shared components and attributes enables governance, reuse, and consistent cross-selling while still allowing flexibility for business-specific selling models." References:

Salesforce Revenue Cloud Catalog Management Guide - Unified Catalog Design Best Practices
Salesforce CPQ Implementation Guide - Modular Product Architecture and Shared Attributes
Salesforce Revenue Cloud Solution Architect Handbook - Catalog Governance and Scalability

132. Frage

A company is implementing Revenue Cloud to automate its subscription renewals. A Revenue Cloud Consultant needs to configure the system to allow sales reps to initiate the renewal process for a customer's active assets directly from a record page. Which component must the consultant implement to provide this one-click renewal capability?

- A. A custom Renewal checkbox field on the Asset object that, when checked, triggers a Process Builder to create a renewal opportunity
- B. An Apex trigger on the Contract object that automatically clones the contract and its assets when the end date is approaching
- **C. A screen flow that utilizes the InitiateRenewal invocable action, which can then be exposed as a quick action on the Account or Contract record page**

Antwort: C

Begründung:

"The InitiateRenewal invocable action enables users or flows to create a renewal quote or renewal order based on existing active assets or contracts."

"Admins can expose this flow action through a screen flow and add it as a quick action on Account, Contract, or Asset record pages for one-click renewal initiation."

"This declarative approach eliminates the need for custom triggers or processes." Step-by-Step Reasoning:

Requirement: Allow sales reps to trigger renewals directly from a record page with minimal clicks.

Correct Solution: Use InitiateRenewal invocable action within a screen flow.

Deployment: Add the flow as a Quick Action on the Account or Contract Lightning page.
Why B is Correct: It uses native Revenue Cloud functionality for renewals, no code required.

133. Frage

A smartphone product is currently sold as a one-time upfront payment. In order for it to be sold with equal monthly installment payments for 12 months, what should the consultant set up?

- A. Assign a product selling model option of Evergreen Monthly to the product.
- **B. Assign a product selling model option of Term Monthly to the product.**
- C. Assign a product selling model option of Term Annual to the product.

Antwort: B

Begründung:

"A Term Selling Model defines a fixed duration for a product or service, such as 12 months, and specifies how the customer is billed--monthly, quarterly, or annually."

"Evergreen Selling Models are used for ongoing, indefinite subscriptions without a predefined end date."

"To convert a one-time purchase into an installment plan over a fixed period, use a Term-based Selling Model with the appropriate billing frequency." Step-by-Step Reasoning:

Current State: Product is a one-time purchase.

Required Outcome: Convert to 12 equal monthly payments -- this is a fixed duration (12 months) with monthly billing frequency.

Correct Setup: Assign Term Monthly selling model, defining the duration as 12 months with monthly charge intervals.

134. Frage

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