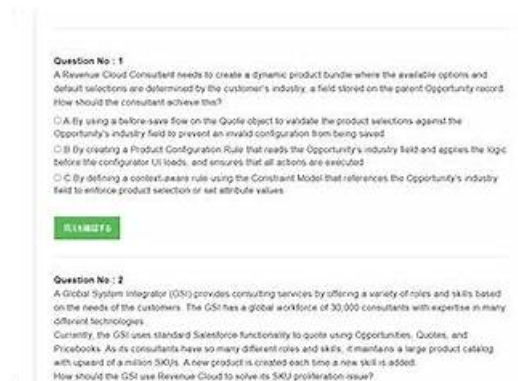


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Laut Umfragen haben die Salesforce Rev-Con-201 Prüfung heutzutage hohe Konjunktur in IT-Zertifizierungen. Tatsächlich ist die Rev-Con-201 Zertifizierungsprüfung sehr wichtig. Und jetzt ist Rev-Con-201 Prüfung öffentlich zertifiziert. Außerdem kann diese Prüfung Ihre ausgezeichnete IT-Fähigkeit beweisen. Aber es ist sehr schwer, Salesforce Rev-Con-201 Prüfung zu bestehen. Und die Schwierigkeit ist so groß wie ihre Bedeutung. Trotz dieser Schwierigkeit sorgen Sie sich bitte nicht um den Erfolg, die Prüfung ablegen, weil ITZert Ihnen helfen kann, diese schwierige Rev-Con-201 Prüfung zu bestehen.

Salesforce Rev-Con-201 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none"> 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.
Thema 2	<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.
Thema 3	<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.
Thema 4	<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.
Thema 5	<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.

Thema 6	<ul style="list-style-type: none"> • 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.
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Rev-Con-201 zu bestehen mit allseitigen Garantien

Jetzt ist die Salesforce Rev-Con-201 Zertifizierungsprüfung die beliebteste Zertifizierungsprüfung, an der viele IT-Fachleute teilnehmen wollen. Dies ist ein Beweis für die IT-Fähigkeiten. Um die Prüfung zu bestehen sind umfangreiche Fachkenntnisse und Erfahrungen erforderlich. Und das braucht doch viel Zeit. Vielleicht wählen Sie Ausbildungskurse oder Prüfungsmaterialien. Es ist eher kostengünstig, ein Ausbildungsinstitut von guter Qualität zu wählen. ITZert ist eine Website, die die Bedürfnisse der IT-Fachleute zur Salesforce Rev-Con-201 Zertifizierungsprüfung abdecken können. Die Produkte von ITZert sind zielgerichtete Ausbildung zur Salesforce Rev-Con-201 Zertifizierungsprüfung. Sie können in kurzer Zeit ihre IT-Fachkenntnisse ergänzen und sich gut auf die Salesforce Rev-Con-201 Zertifizierungsprüfung vorbereiten.

Salesforce Certified Revenue Cloud Consultant Rev-Con-201 Prüfungsfragen mit Lösungen (Q125-Q130):

125. Frage

A company uses Revenue Cloud to sell complex product bundles that include subscriptions, add-ons, and optional services. Sales reps sometimes accidentally select incompatible options, causing errors and rework. A consultant must ensure that sales users can only select valid product combinations during configuration.

Which solution should the consultant implement?

- **A. Implement Constraint Rules in the Product Configurator to enforce compatibility between products during configuration.**
- B. Use validation rules on the Quote object to prevent saving invalid product combinations after configuration is complete.
- C. Rely on automated flow processes during quote approval to catch incompatible product selections before finalizing.

Antwort: A

Begründung:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud's Constraint Rules (using CML and rules framework) are designed to:

- * Enforce compatibility and exclusion between products in the configurator.
- * Provide real-time guidance so users cannot complete invalid configurations.

This is the recommended approach for controlling bundle option behavior.

Flow checks (A) or Quote validation rules (C) occur after configuration and do not prevent users from building invalid bundles in the first place, which leads to a poor user experience and rework.

References:

Product Configurator / Constraint Rules Documentation - Compatibility and Exclusion Rules Revenue Lifecycle Management Implementation Guide - Guardrails in Configuration

126. Frage

A customer currently owns subscription products with a term of 3 years. A ramped deal was configured to sell the products with a quantity of 20 in year one, 30 in year two, and 40 in year three. The list price of the product is US \$1,000 per year.

The subscription started on June 24, 2025, and will end on June 23, 2028. Today's date is January 15, 2026.

What is the formula to calculate the current Monthly Recurring Revenue (MRR)?

- A. $MRR = (20 \times \$1,000) / 36$
- B. $MRR = ((20 \times \$1,000) + (30 \times \$1,000) + (40 \times \$1,000)) / 36$
- **C. $MRR = (20 \times \$1,000) / 12$**

Antwort: C

Begründung:

Exact Extracts from Salesforce Billing and Subscription Management Guides:

- * "Monthly Recurring Revenue (MRR) represents the recurring portion of subscription revenue normalized to a monthly value."
- * "For ramped deals, MRR should be calculated based on the currently active ramp period."
- * "When a subscription includes quantity changes by period, MRR is (active period's quantity × list price) ÷ 12." Step-by-Step

Reasoning:

* Current Date: January 15, 2026 # within Year 1 of the ramp (June 24 2025 - June 23 2026).

* Active Quantity: 20 units.

* List Price: \$1,000 per year.

* MRR Formula:

* Why A is Correct: Uses current active ramp period only, not the entire 3-year term.

* Why Others Are Incorrect:

* B: Divides by total months (36) - incorrect for monthly normalization.

* C: Aggregates all ramp years, not just the current active one.

References :

* Salesforce Billing Implementation Guide - Recurring Revenue Metrics (MRR/ARR)

* Salesforce Subscription Management Implementation Guide - Ramp Deal Revenue Recognition and Active Period Logic

127. Frage

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS) are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG is used only for reporting; BSs are unrelated to order activity.
- **B. A BSG groups related BSs under a single order product, even across amendments.**
- C. BSs are manually created, while BSGs are optional.

Antwort: B

Begründung:

Explanation (150-250 words)

In Salesforce Billing, when an order product is activated, the system automatically creates a Billing Schedule Group (BSG) to manage all associated Billing Schedules (BSs). The BSG acts as the controlling record that connects multiple BSs generated for the same order product-whether from the initial order or from subsequent amendments.

When an amendment increases product quantity, Salesforce Billing does not create a new BSG; instead, it adds new BSs under the existing BSG. This design ensures that all billing activities for that product line- original or amended-are tracked within one consistent group.

Each Billing Schedule (BS) defines when and how much to bill, while the BSG provides a unified structure for reporting, synchronization, and downstream billing actions (e.g., invoicing, revenue recognition).

Thus, the persistence of the same BSG across amendments reflects correct and expected system behavior- ensuring billing continuity, preventing duplicate invoicing, and maintaining a single view of all schedules related to one order product.

Exact Extracts from Salesforce Revenue Cloud (Billing Implementation Guide):

* "A Billing Schedule Group (BSG) acts as a container for all Billing Schedules associated with the same order product. When amendments occur, Salesforce Billing generates new Billing Schedules under the existing Billing Schedule Group."

* "Billing Schedules define the timing and amounts to bill, while Billing Schedule Groups maintain continuity across amendments and changes." References (document/source names only; no URLs):

* Salesforce Billing Implementation Guide - Billing Schedules and Billing Schedule Groups

* Salesforce Billing Implementation Guide - Amendments and Schedule Regeneration

* Salesforce Revenue Cloud Data Model - Order Product to Billing Schedule Relationships

128. Frage

A large enterprise company offers flexible options for customers to lease or buy products. Before implementing Revenue Cloud, the company had a large product catalog to ensure that each product could be associated with the correct price to support both lease and buy use cases.

Which Revenue Cloud feature should help the company rationalize its product catalog?

- A. Multiple price books and associated price book entries

- B. Commercial products and Technical products
- C. Product selling model and product selling model option

Antwort: C

Begründung:

Salesforce Revenue Cloud introduces the Product Selling Model and Product Selling Model Option framework to help companies offer multiple purchase or subscription options for the same base product, reducing catalog sprawl. This approach is ideal for businesses that previously created multiple product records (e.g., separate SKUs for lease vs. buy) just to accommodate different pricing or selling logic.

With selling models, you define whether a product is sold as a one-time purchase, subscription (e.g., monthly, annual), lease, or usage-based. You can then attach multiple Selling Model Options to a single product, each reflecting a specific commercial approach (e.g., Lease Monthly, Term Annual, One-Time).

This allows the business to maintain a streamlined catalog while supporting diverse sales motions.

Option B refers to the decomposition process and is more relevant for fulfillment than pricing.

Option C (Multiple Price Books) enables regional or segmented pricing but doesn't solve the core problem of catalog sprawl due to multiple sales models.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Product Selling Models": "Selling Models reduce catalog complexity by allowing a single product to support multiple commercial options such as one-time, lease, or subscription."

* CPQ Implementation Guide - "Product Configuration Best Practices": "Use selling model options to attach different billing or pricing terms to a single product record rather than duplicating products." References:

Subscription Management Implementation Guide

Salesforce CPQ Implementation Guide

Revenue Cloud Product Catalog Strategy Notes

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

Antwort: B

Begründung:

To support equal monthly installment payments over a defined period (in this case, 12 months), the product should be configured with a "Term Monthly" selling model. In Salesforce Subscription Management, selling models define the way a product is billed and consumed - particularly whether it's sold as a one-time item, billed over a term, or on an ongoing (evergreen) basis.

The "Term Monthly" model means:

* The product is sold with a defined term length (e.g., 12 months).

* Billing occurs monthly, allowing installment-style payment plans.

* The term and billing frequency are fixed, making it ideal for predictable revenue models like hardware installment plans.

The "Evergreen Monthly" model (option C) is used when the product does not have a fixed end date - common in SaaS or subscription services.

"Term Annual" (option A) implies an annual billing cycle, not suitable for monthly payments.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Selling Models and Termed Products":

"Term Monthly allows a customer to commit to a product for a fixed period (e.g., 12 months) with recurring billing on a monthly basis. This model is commonly used for installment-based pricing."

* CPQ Implementation Guide - "Selling Model Configurations": "Assign the correct selling model to enable accurate pricing, billing frequency, and contract behavior based on the product type." References:

Subscription Management Implementation Guide

Salesforce CPQ Implementation Guide

130. Frage

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