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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q115-Q120):

NEW QUESTION # 115

A Billing Operations user at Universal Containers needs the system to automatically generate invoices every Monday at 6:00 AM for all completed billing schedules from the past week.

How should the user configure this automation in Billing?

- **A. Schedule a Recurring Invoice Run with a Weekly frequency and 6:00 AM start time.**
- B. Create a custom flow that runs nightly and generates invoices using the Invoice Preview feature.
- C. Define a Billing Treatment that references an Invoice Generation Time field at the product level.

Answer: A

Explanation:

To automatically generate invoices at a specific time and on a recurring schedule, Salesforce Billing provides the Recurring Invoice Run functionality. This feature allows users to define how often invoice runs should occur (e.g., daily, weekly, monthly) and at what time of day. In this scenario, the correct approach is to schedule a Recurring Invoice Run with a Weekly frequency, specifically set to run every Monday at 6:00 AM.

As described in the Salesforce Billing Implementation Guide, Recurring Invoice Runs allow Billing users to:

- * Select the frequency (e.g., weekly)
- * Define the day(s) and time of execution
- * Automatically generate invoices for completed billing schedules during the configured time window This method ensures consistency, reduces manual workload, and aligns with operational requirements.

Option A refers to Billing Treatments, which are used to manage how invoices are formatted or communicated, not when they are generated.

Option C, using a custom flow with Invoice Preview, is a non-standard and unnecessarily complex approach for a routine task that is already handled natively by Salesforce Billing.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Salesforce Billing Implementation Guide - "Recurring Invoice Runs": "Use Recurring Invoice Runs to configure automated invoice generation. You can set the recurrence frequency (daily, weekly, etc.), and specify the time of execution to match business needs."
- * Billing Operations Guide - "Automation for Scheduled Invoicing": "Recurring invoice runs simplify billing operations by executing invoice logic for completed billing schedules on a regular cadence." References:

Salesforce Billing Implementation Guide

Salesforce Revenue Cloud Operations Guide

Billing Setup & Automation Best Practices

NEW QUESTION # 116

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. Completion Deadline and Warning Interval
- **C. Estimated Duration and Jeopardy Threshold**

Answer: C

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 # 117

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

- A. Pricebook IDs Catalog IDs Category IDs
- **B. Product2 IDs Catalog IDs Category IDs**
- C. Catalog IDs ProductClassification IDs

Answer: B

Explanation:

When using the Products List (POST) API in Salesforce Revenue Cloud, developers can query and filter the list of available products using specific supported parameters. According to the Salesforce Product Catalog and Discovery API documentation, the valid and commonly used filters for the Products List API include:

- * Product2 IDs: to retrieve specific products directly by their ID
- * Catalog IDs: to filter products based on a specific product catalog
- * Category IDs: to filter products that belong to a particular category within a catalog This allows developers to fetch only relevant products for a specific UI component or experience, such as in a Product Discovery component or a custom Lightning Web Component (LWC).

Option B includes Pricebook IDs, which are not supported as filter parameters in the Products List API.

Pricebooks are used in pricing context but are not valid query parameters for this API endpoint.

Option C includes ProductClassification IDs, which are not supported directly in the POST filter payload of the Products List API.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Discovery API Developer Guide - "Products List (POST)": "Use Catalog IDs, Category IDs, and Product2 IDs as input filters in the POST request to retrieve relevant product records for discovery or display."

* Revenue Cloud API Reference - "Querying Product Records": "The Products List API supports filtering by catalog, category, and direct product identifiers. Pricebooks are not queryable through this API." References:

Salesforce Revenue Cloud Product Discovery API Guide

Product Catalog and Discovery Developer Documentation

Salesforce CPQ API Reference (Fall '23 and Spring '24 Releases)

NEW QUESTION # 118

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 Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.
- **B. The Asset Contract Relationship toggle is not active in Setup # Revenue Settings # Automatically create Asset Contract Relationship.**
- C. The sales rep did not manually create the Asset Contract Relationship records in order for the Contract to be linked to the Assets.

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

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.

Why the other options are incorrect:

* Option B (manual creation required) Salesforce Revenue Cloud is explicitly designed to handle this relationship automatically when the setting is enabled. The documentation describes the process as system-driven configuration using the "Automatically create Asset Contract Relationship" setting, not something a sales rep normally creates manually. Manual creation might be technically possible, but it is not required if the feature is configured correctly.

* Option C (missing 'Revenue Lifecycle Management record' on the Contract) A standard Contract in Revenue Cloud / Revenue Lifecycle Management is the main business record itself. There isn't a separate "Revenue Lifecycle Management record" that must be

attached in order for Asset Contract Relationship records to be created. The behavior is governed by the Revenue Settings toggle, not by an additional record type or link as described in this option.

Because the contract is not showing the assets after order activation, the most accurate cause-per the documented behavior in the Revenue Lifecycle / Asset-Contract relationship setup-is that the automatic creation of Asset Contract Relationship records is not enabled, which is exactly what Option A states.

References (Salesforce Revenue Cloud documentation / study materials):

* Salesforce Revenue Lifecycle Management / Revenue Cloud: Revenue Settings - Asset Contract Relationship (Automatically create Asset Contract Relationship)

* Salesforce Revenue Cloud / Revenue Lifecycle Management Implementation Guide: Asset Management and Contract Relationships

* Salesforce Help: Concepts for Assets, Contracts, and Asset Contract Relationship in Revenue Cloud

NEW QUESTION # 119

A solution architect notices that a complex product bundle uses multiple nested Constraint Modeling Language (CML) rules to enforce constraints during product configuration. Users report long load times when adding options to the bundle.

What should the architect do to improve configuration performance and ensure quotes remain technically and commercially viable?

- A. Disable constraint rules during configuration and validate selections after deployment.
- **B. Refactor and simplify CML constraints to reduce runtime complexity.**
- C. Replace CML entirely with Apex triggers to enforce constraints at quote submission.

Answer: B

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Revenue Cloud documentation recommends optimizing and simplifying constraint rules when performance issues arise. Key guidance includes:

- * Reducing the number of nested and overlapping CML rules.
- * Consolidating rules when possible.
- * Avoiding unnecessary complexity that increases runtime evaluation time.

Disabling rules (B) breaks guardrails during configuration and goes against best practices; users would be able to configure invalid combinations.

Replacing CML with Apex triggers (C) removes real-time configurator guidance and is not recommended; constraints should be enforced in the configurator, not only at submission.

References:

Product Configurator and CML Documentation - Performance and Best Practices Revenue Lifecycle Management Implementation Guide - Constraint Rules Optimization

NEW QUESTION # 120

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