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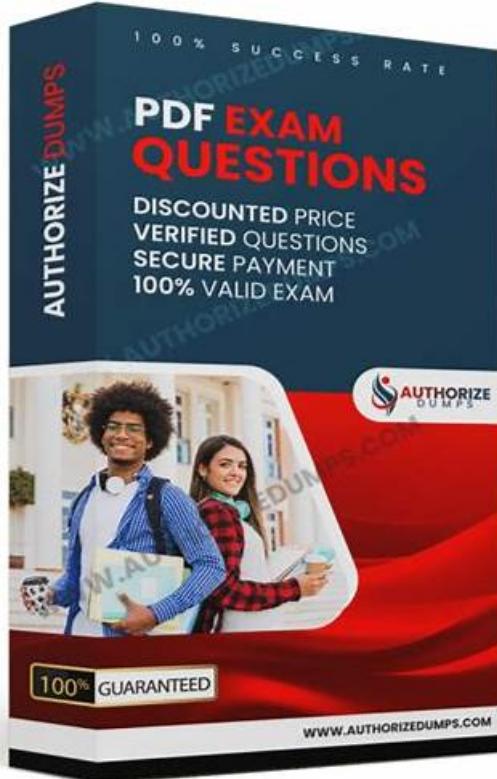
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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q128-Q133):

NEW QUESTION # 128

A sales rep needs to renew multiple assets. Some assets can be renewed at the same prices and do not require negotiation, so the rep can directly create a renewal order. Other assets need higher prices and require a quote for negotiation. When the sales rep starts the renewal process, they cannot choose whether to create a quote or an order.

How should a Revenue Cloud Consultant address this issue?

- A. Override the standard Salesforce flow to allow renewal quote and order creation.
- B. Customize the Manage Asset component to allow renewal quote and order creation.
- C. Change the Revenue Cloud settings to allow renewal quote and order creation.

Answer: C

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
Revenue Cloud Renewal Management includes settings that control whether renewals create:
* A renewal quote,
* A renewal order,
* Or allow the user to choose between the two.
The recommended approach is to configure Revenue Cloud / Renewal Settings appropriately so users can pick the desired path during renewal. Overriding flows (B) or customizing managed components (C) is not the recommended or supported first step.
References:
Revenue Lifecycle Management Implementation Guide - Renewal Configuration and Settings Asset-Based Renewals Documentation - Controlling Quote vs Order Creation

NEW QUESTION # 129

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. Commercial products and Technical products
- B. Product selling model and product selling model option
- C. Multiple price books and associated price book entries

Answer: B

Explanation:
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

NEW QUESTION # 130

A customer sells 10,000 different products in 38 countries. They plan to launch a new product which will be sold globally, as well.

However, due to security restrictions, the new product cannot be sold in two specific countries.
What should the product designer do to accommodate this restriction by creating a minimal number of records for the rules?

- A. Control availability with a recommendation rule.
- B. Control availability with a qualification rule.
- C. Control availability with a disqualification rule.

Answer: C

Explanation:
When controlling product availability across regions or conditions, Salesforce Revenue Cloud offers several rule types, including qualification, disqualification, and recommendation rules. In this case, the product will be available globally except for two countries - so the most efficient approach is to exclude those specific countries using a disqualification rule.
A disqualification rule removes a product from visibility during the selection or discovery process based on specific criteria - such as geography, user role, or quote context. This method allows you to manage exceptions rather than defining complex inclusion logic, thus reducing the total number of rules and maintenance overhead.
* Qualification rules are ideal when you need to explicitly include products under specific conditions (e.
g., product visible only in certain contexts).
* Recommendation rules are not intended for access control but for suggesting complementary products.
Since only two countries need to be restricted, the disqualification rule provides the most scalable and minimal rule configuration.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Product Catalog Management Guide - "Product Availability Rules":"Disqualification rules allow you to restrict product visibility based on context definitions, such as geography or market segment.
They are most effective when access is generally open but limited in a few specific cases."
* CPQ Implementation Guide - "Managing Catalog Visibility":"Use disqualification rules to remove products from visibility under certain conditions, rather than building complex qualification logic." References:
Product Catalog Management Guide
Salesforce CPQ Implementation Guide
Revenue Cloud Rules Configuration Reference

NEW QUESTION # 131
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. Add Estimated Delivery Date as a selected field to the Transaction Line Editor component in the Quote Lightning Record page.
- B. Enable 'Instant Pricing' under Revenue Settings to automatically display all custom fields on the Transaction Line Editor.
- C. Add the Estimated Delivery Date field to the relevant Quote Line Item page layout to display the field in the Transaction Line Editor.

Answer: A

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 # 132
A company is offering a subscription service with a standard monthly price of US$200. The proration settings are as follows:

* Proration Period: Monthly
* Period Boundary: Align to Calendar
* Partial Periods Allowed: Yes

A customer begins their subscription on March 20, 2021, and ends it on December 31, 2021.

For the initial partial period (March 20-31), which formula should the consultant use to calculate the proration multiplier?

- A. Proration Multiplier = Number of remaining days in March / Total number of days in March
- B. Proration Multiplier = Number of days used in March / Total number of days in March
- C. Proration Multiplier = Number of days used in a year / Total number of days in a year

Answer: A

Explanation:

In Salesforce Billing and Subscription Management, proration is applied when a customer begins or ends service mid-period. With Monthly Proration and Calendar-Aligned Boundaries, the system determines the correct prorated charge by calculating the proportion of the month the service is active.

For a start date of March 20, the service is active from March 20 to March 31. The correct proration multiplier formula is:

Number of remaining days in March / Total number of days in March

This calculates the billable fraction of the month and applies it to the monthly price. In March, there are 31 days, so the proration multiplier is:

$(31 - 20 + 1) / 31 = 12 / 31 \approx 0.3871$

This aligns with Salesforce's proration logic when "Partial Periods Allowed = Yes" and "Align to Calendar" is selected.

Option B incorrectly calculates used days, not remaining days.

Option C applies to Annual Proration, not monthly, and is not relevant here.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Proration Settings":"For calendar-aligned billing periods, the proration multiplier is calculated as (remaining days in period / total days in period)."
* Billing Implementation Guide - "Partial Period Calculation Examples":"When partial periods are enabled, proration applies from service start to end of period based on remaining days." References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide

Proration and Billing Period Calculations Guide

NEW QUESTION # 133

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