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1. What should a system administrator use to disable access to a custom application for a group of users?
- A. Profiles
B. Sharing rules
C. Web tabs
D. Page layouts - ✓✓A. Profiles
2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?
- A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
B. Create a lookup field from the manufacturer object to the model object.
C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?
- A. Notify the product manager using opportunity update reminders.
B. Enable opportunity teams and allow users to add the product manager.
C. Use similar opportunities to show opportunities related to the product manager.
D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

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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"> 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.
Topic 3	<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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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q105-Q110):

NEW QUESTION # 105

A company purchased Revenue Cloud. The project scope includes the entire Product-to-Cash lifecycle including Dynamic Revenue Orchestrator and Contract Lifecycle Management (CLM). As part of CLM, the company would like to perform internal and external collaborative redlining.

With which cloud computing provider does Salesforce need to integrate?

- A. Google Cloud Platform (GCP)
- B. Microsoft Azure**
- C. Amazon Web Services (AWS)

Answer: B

Explanation:

Exact Extracts from Salesforce CLM and Revenue Cloud Documentation:

* "Salesforce CLM leverages integration with Microsoft Azure for document storage and redlining via Microsoft Word Online."

* "External and internal collaborative redlining uses Microsoft 365 capabilities hosted on Azure."

* "This integration enables real-time co-authoring and version tracking directly within Salesforce." Step-by-Step Reasoning:

* Requirement: Support for collaborative document redlining inside Salesforce CLM.

* Underlying Provider: Salesforce CLM integrates with Microsoft Azure for Word-based collaboration.

* Why B is Correct: Azure hosts the Microsoft 365 services used for real-time editing.

* Why Others Are Incorrect:

* A (GCP): Not used by Salesforce CLM for redlining.

* C (AWS): Salesforce infrastructure runs on AWS in some regions, but CLM redlining is Microsoft-based.

References :

* Salesforce Contract Lifecycle Management Implementation Guide - Microsoft Integration and Redlining

* Salesforce Revenue Cloud Implementation Guide - CLM and Dynamic Revenue Orchestration Integration Overview

NEW QUESTION # 106

A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- A. Create a constraint rule in the Constraint Model at the Quote Level.
- **B. Create a constraint rule in the Constraint Model at the Product Level.**
- C. Create a custom Lightning web component to validate the attribute quantity.

Answer: B

Explanation:

Explanation (150-250 words)

In Salesforce CPQ, Constraint Models define validation, inclusion, and compatibility rules that control product configuration behavior. When a validation or warning depends on an attribute value of a single product, the logic should be defined at the Product Level Constraint Model.

In this scenario, the "Terabyte" attribute belongs to "Product A," and the business rule requires displaying a warning message when the attribute exceeds 100. Implementing this at the Product Level Constraint Model ensures that the rule evaluates only that product's context and triggers the message directly within the configuration page when users input the attribute value.

Quote-level constraint models are used for cross-product validations across multiple quote lines, not for product-specific attribute conditions. Therefore, option C correctly uses the Product Level Constraint Model

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Level Constraint Models when the validation logic applies to a specific product's attributes or options. Use Quote Level models when the logic involves multiple products or quote lines." References:

Salesforce CPQ Implementation Guide - Constraint Models and Rule Hierarchies
Salesforce Revenue Cloud Developer Guide - Product-Level Attribute Validation
Salesforce CPQ Best Practices - Warning Messages and Validation Rules in Configuration

NEW QUESTION # 107

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.

Answer: B

Explanation:

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

NEW QUESTION # 108

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. Catalog IDs
ProductClassification IDs
- **B. Product2 IDs**
Catalog IDs
Category IDs
- C. Pricebook IDs
Catalog IDs
Category 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 # 109

A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.

Which option should the administrator use to accomplish this?

- A. type House {relation rooms : Room[0..5];require(rooms.size > 3, House[MediaRoom=true, color = "Blue"])};
- **B. type House {relation rooms : Room[0..5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})};**
- C. type House {relation rooms : Room[4,5];require(rooms.size > 3, rooms[MediaRoom]{color = "Blue"})};

Answer: B

Explanation:

Exact Extracts from Salesforce CPQ (Advanced Configurator and CML Guide):

- * "CML allows you to define typed relationships and constraints within bundles or configurable products."

- * "The relation syntax defines cardinality using [min..max] where 0..5 means minimum zero and maximum five related components."

- * "The require() statement conditionally enforces the inclusion of components based on logical conditions. The syntax require(condition, target {attribute=value}) is used to mandate configuration rules." Step-by-Step Reasoning:

- * Requirement Analysis:

- * The "House" can have up to five rooms (0..5).

- * If more than three rooms exist, include MediaRoom with color = "Blue."

- * CML Construction:

- * Define relation rooms : Room[0..5] to allow zero to five rooms.
- * Apply require() to enforce conditional inclusion based on count logic.
- * Why B is Correct: It follows correct CML syntax and semantics:
- * Proper cardinality expression [0..5].
- * Correct conditional requirement referencing rooms[MediaRoom]{color="Blue"}.
- * Why Others Are Incorrect:
- * A: Cardinality [4,5] enforces a minimum of 4 rooms always-violates the "up to five" requirement.
- * C: Misuses the House reference inside require(), which should target the related entity (rooms).

References :

- * Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) Syntax and Semantics
- * Salesforce CPQ Implementation Guide - Advanced Product Configuration and Conditional Rules

NEW QUESTION # 110

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