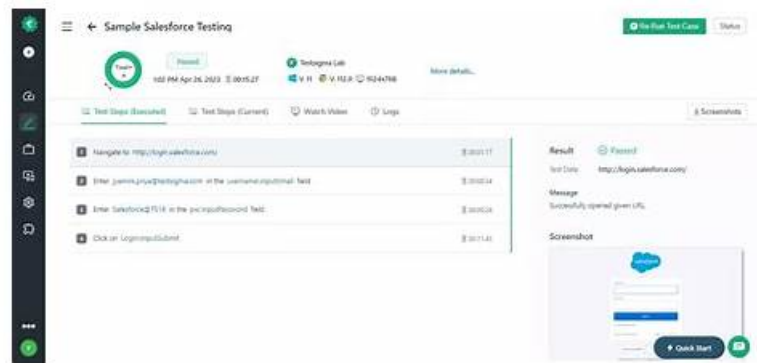


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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 2	<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.

Topic 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.
Topic 4	<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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q48-Q53):

NEW QUESTION # 48

Universal Containers (UC) recently acquired another company called Cloud Kicks (CK). UC uses Revenue Cloud to manage its Product-to-Cash business process. CK manages its process using a custom app with standard Salesforce objects like Asset, Quote, Order, etc. Both Salesforce orgs will be merged into a single org with different processes until a long-term solution is implemented. Sales leadership would like to clearly differentiate between the assets sold by UC and those sold by CK. How should this be achieved out of the box?

- A. Use HasLifecycleManagement to identify the source as Revenue Cloud or Custom App.
- B. Use Asset Action Source to identify the source as Revenue Cloud or Custom App.
- C. Use a custom field to identify the source as Revenue Cloud or Custom App.

Answer: A

Explanation:

The standard way to identify whether an Asset is managed by Salesforce Revenue Cloud's Lifecycle Management engine is by using the HasLifecycleManagement field. This out-of-the-box field is a Boolean value on the Asset object that indicates whether the asset is tied to Revenue Lifecycle-managed records (e.g., originating from CPQ+ or Subscription Management flows).

This field enables reporting, filtering, and business logic to segment Revenue Cloud-managed assets from assets generated through custom or legacy systems like CK's app. It is the most appropriate solution in this scenario as it requires no customization and is supported natively by Salesforce.

* Option B suggests creating a custom field, which is unnecessary since the platform already provides a system field for this purpose.

* Option C (Asset Action Source) refers to tracing asset actions to originating events, but it is not suitable for broad classification of asset origin or management type.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Asset Data Model": "The HasLifecycleManagement field flags whether an asset is lifecycle-managed by Revenue Cloud. This is useful in environments where assets come from multiple systems."

* Revenue Cloud Data Dictionary - "Asset Object": "Use HasLifecycleManagement to distinguish system-managed assets from externally generated or legacy assets." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Cloud Data Dictionary

Asset Lifecycle Management Documentation

NEW QUESTION # 49

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

Answer: B

Explanation:

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

NEW QUESTION # 50

A development team is designing a new Salesforce solution. During the design phase, a team member suggests incorporating a feature that was showcased on a future Salesforce product roadmap.

Given Salesforce's 'Safe Harbor' statement, how should the team approach this suggestion regarding their current design?

- A. With verbal confirmation from a Salesforce Product Manager, the team can incorporate design elements based on roadmap items.
- B. The team can design and build the solution based on the future roadmap items as they will become available soon.
- C. All design elements must adhere to the current, generally available features and avoid any unreleased features shown on the roadmap.

Answer: C

Explanation:

* "Any unreleased services or features referenced are not currently available and may not be delivered on time or at all."

* "Customers should make their purchase decisions based upon features that are currently available." Why B is correct (Step-by-step):

* Understand the core requirement: Salesforce's Safe Harbor requires that plans and designs do not depend on unreleased functionality.

* Key factors: Roadmap items are forward-looking, may change, slip, or never ship. Verbal confirmations do not change Safe Harbor constraints.

* Comprehensive solution: The team should design solely with GA capabilities and, if the roadmap feature becomes GA later, refactor or enhance the design at that time. To accommodate future possibilities, use extensible patterns (e.g., interface-driven design, feature toggles) that work with today's GA features yet allow safe adoption later-without committing to non-GA behavior now.

Incorrect options:

* A: Violates Safe Harbor by presuming delivery/timeline of unreleased features.

* C: Verbal confirmation does not override Safe Harbor; relying on it is noncompliant.

References

* Salesforce CPQ Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Billing Implementation Guide - Safe Harbor / Forward-Looking Statements

* Salesforce Subscription Management Implementation Guide - Safe Harbor / Forward-Looking Statements

NEW QUESTION # 51

In Salesforce Revenue Cloud, a consultant is setting up a new user who will primarily be responsible for managing customer assets.

What is a fundamental requirement to ensure this user can effectively view and manage customer assets?

- A. The products must be configured as assetizable, and the createOrUpdateAssetFromOrder flow action should be triggered.
- B. The user must have the Customize Application permission enabled on their profile to view the Assets on Accounts.
- C. The Asset viewer must have a Salesforce CPQ Plus license assigned to access the Asset-related objects.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

To manage assets in Revenue Cloud, two key requirements must be satisfied:

- * The product must be marked as assetizable so that the system generates asset records after order activation.

* The createOrUpdateAssetFromOrder flow action (or the automated assetization engine) must run to actually create the asset records.

From Revenue Lifecycle Management documentation:

* "Only products configured as assetizable generate assets."

* "Asset management depends on successful assetization, which is performed via the createOrUpdateAssetFromOrder flow action or automated lifecycle processing." If assets are not generated, even a properly-permissioned user cannot view or manage them. Why other options are incorrect:

* Customize Application is not required for asset visibility.

* Asset management does not require a CPQ Plus license; asset objects are part of standard RLM

/Revenue Cloud licensing, not CPQ Plus specifically.

References:Salesforce Revenue Lifecycle Management Implementation Guide - Assetizable Products; Assetization Process; createOrUpdateAssetFromOrder Action.

NEW QUESTION # 52

An administrator is configuring a subscription product in Revenue Cloud for a customer whose order starts on January 1. The finance team wants to collect payment before the service begins so that each invoice is sent on the 15th of the prior month. Which Billing Type should the Billing Treatment Item have to meet this requirement?

- A. None
- B. Arrear
- C. Advance

Answer: C

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

* "Billing Type determines when a customer is invoiced and charged for a subscription or service. You can set Billing Type to Advance or Arrear."

* "Advance billing collects payment before the service period begins. The invoice is generated prior to the start date of the service period."

* "Arrear billing collects payment after the service has been delivered." Step-by-Step Reasoning:

* Requirement: The finance team wants invoices to be sent before the service begins (on the 15th of the prior month).

* Advance Billing Type: Ensures that invoicing occurs prior to the service period start, aligning perfectly with the "collect before service" requirement.

* Arrear Billing Type: Would bill after the service delivery, which does not meet the requirement.

* None: Would result in no defined billing schedule, leaving the invoicing behavior undefined.

Therefore, Advance Billing Type is correct.

References :

* Salesforce Billing Implementation Guide - Billing Treatments and Billing Type

* Salesforce Subscription Management Implementation Guide - Invoice Timing and Billing Configuration

NEW QUESTION # 53

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