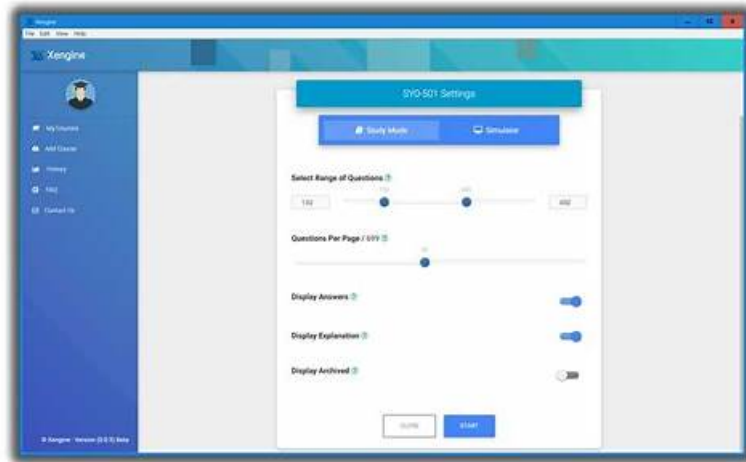


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The PracticeMaterial is one of the best platforms that has been helping the Rev-Con-201 exam candidates for many years. Over this long time period the countless Salesforce Certified Revenue Cloud Consultant Rev-Con-201 exam candidates have passed their dream Salesforce Rev-Con-201 Certification Exam and they have become certified Salesforce Rev-Con-201 professionals. All the successful Salesforce Rev-Con-201 certification professionals are doing jobs in small, medium, and large size enterprises.

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Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

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"> 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.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q162-Q167):

NEW QUESTION # 162

A product administrator notices that the price of a warranty product is not being calculated correctly. It should be calculated as 10% of another equipment product's list price, but only when the products are purchased together in the same quote or order. This calculation works correctly for other products, but not for this specific warranty product.

How should the product administrator resolve this issue?

- A. Find the price book entry of the equipment product and enable the Is Derived checkbox.
- **B. Find the Derived Price record where Product = Warranty and set the Derived Pricing Scope to Transactional.**
- C. Find the Derived Price element and add the appropriate input/output variables in the pricing procedure.

Answer: B

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and Derived Pricing Documentation):

* "Derived Pricing allows a product's price to be calculated based on another product's price, either within the same quote or across transactions."

* * "The Derived Pricing Scope determines when and how the derived price is evaluated:

* Transactional: The derived price is calculated dynamically when both products are in the same quote or order.

* Global: The derived price references a price from the catalog or price book, not quote-specific."*

* "If the Derived Pricing Scope is not set to Transactional, product interdependencies within the same quote will not evaluate." Step-by-Step Reasoning:

* Scenario: Warranty should price dynamically based on another product in the same transaction.

* Root Cause: The Derived Pricing Scope on the warranty product is likely not set to Transactional.

* Solution: Update the Derived Price record for the warranty product # set Derived Pricing Scope = Transactional.

* Why B is Correct: Ensures the price is recalculated dynamically when the related product exists in the same quote/order.

* Why A & C are Incorrect:

* A: Variables in the pricing procedure define logic but not scope of calculation.

* C: "Is Derived" on price book entries flags derivation capability but not the transaction context for dynamic evaluation.

References :

* Salesforce CPQ Implementation Guide - Derived Pricing Concepts and Scopes

* Salesforce Subscription Management Implementation Guide - Pricing Dependencies and Derived Price Records

NEW QUESTION # 163

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**

Answer: C

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 # 164

For Lot-based or As-Is Renewals, how should a user trace an Asset's renewal price breakdown back to its original Net Unit Price?

- A. Review the Asset's Asset Action Source record(s).
- B. Review the Asset's Asset State Period record(s).
- **C. Review the Asset's Asset Action record(s).**

Answer: C

Explanation:

In Salesforce Revenue Cloud, particularly when managing Lot-based or As-Is Renewals, the system tracks pricing and lifecycle changes using the Asset Action object. This object represents a single lifecycle event (e.g., purchase, renewal, upgrade) that occurred to an asset and captures:

* Net Unit Price at the time of action

* Action type (e.g., renewal, cancellation)

* Source and target pricing metadata

To trace back the renewal price to the original net unit price, users should examine the Asset Action records associated with the asset. Each action contains detailed pricing information at the time the action was executed, enabling full auditability.

* Option A (Asset State Period) tracks state over time but doesn't store pricing breakdowns.

* Option B (Asset Action Source) is used to relate an asset action to its originating object (e.g., order or quote), but not to track pricing details.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Subscription Management Implementation Guide - "Asset Actions and Renewals": "Asset Actions provide visibility into pricing and changes during renewals, upgrades, and other lifecycle events. The Net Unit Price is recorded in the Asset Action record."

* Asset Lifecycle Guide - "Understanding Asset Actions": "Use Asset Action records to audit price changes over time, including renewal-specific pricing breakdowns." References:

Salesforce Subscription Management Implementation Guide

Salesforce Revenue Lifecycle Guide

Asset Lifecycle and Renewal Data Model Reference

NEW QUESTION # 165

A business is undergoing a digital transformation. As part of the process, sales leadership wants the contracting process fully digitized, including clause generation, redlining, e-signature, and related activities.

Which capability should the implementation consultant use?

- A. Document Builder
- B. OmniStudio Document Generation
- C. Salesforce Contracts Connector for Word

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Revenue Lifecycle Management provides a modern contract lifecycle management experience using Salesforce Contracts Connector for Word, which enables:

- * Contract document generation
- * Clause insertion and management
- * Redlining within Microsoft Word
- * Integration with e-signature providers
- * Tracking and syncing changes back to Salesforce

From the RLM Implementation Guide:

* "Salesforce Contracts Connector for Word allows users to generate agreements, manage clauses, and perform redlining directly within Microsoft Word."

* "Supports digital negotiation workflows and integrates with DocGen and e-signature." Why other options are incorrect:

* OmniStudio Document Generation is a legacy document output tool and does not support clause redlining or contracting workflows.

* Document Builder (older CPQ add-on) does not provide full CLM capabilities such as clause libraries, redlining, or negotiations.

References: Salesforce Revenue Lifecycle Management Implementation Guide - Contract Lifecycle Management; Contracts Connector for Word.

NEW QUESTION # 166

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox.

What is the correct sequence of activities required for this deployment?

- A. Deploy the custom object and decision table into the staging sandbox. Map the decision table in the default pricing recipe. Refresh the decision table or sync Pricing.
- B. Deploy the custom object and decision table into the staging sandbox. Map the decision table in the default pricing recipe. Import the data for the custom object, then sync Pricing.
- C. Deploy the decision table into the staging sandbox. Map the decision table in the default pricing recipe. Import the data for the decision table, then refresh the decision table.

Answer: A

Explanation:

Explanation (150-250 words)

A Decision Table in Salesforce CPQ and Revenue Cloud Pricing is used to evaluate business rules and return outputs such as discounts, rates, or pricing logic. When deploying to a sandbox, both the Decision Table definition and any related custom objects that store rule inputs/outputs must first exist in the target environment.

The correct deployment sequence is:

- * Deploy the custom object and decision table metadata to the staging sandbox (ensuring structural consistency).
- * Map the decision table into the default pricing recipe, allowing it to integrate with the pricing engine for evaluations.
- * Refresh or sync Pricing, which updates the pricing engine and ensures all decision table logic and data are active and aligned with the current recipe configuration.

Importing data is optional if the data already exists in the source metadata; however, syncing pricing ensures that the engine recognizes the new logic.

Exact Extract from Salesforce Pricing and Decision Framework Guide:

"After deploying a Decision Table and its supporting custom objects, map it to the pricing recipe and refresh or sync pricing to activate the latest logic within the pricing engine." References:

Salesforce Revenue Cloud Pricing Implementation Guide - Decision Table Deployment Steps
Salesforce CPQ Advanced Rules Framework - Decision Table and Recipe Mapping
Salesforce Revenue Cloud Deployment Best Practices - Pricing Engine Synchronization

NEW QUESTION # 167

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