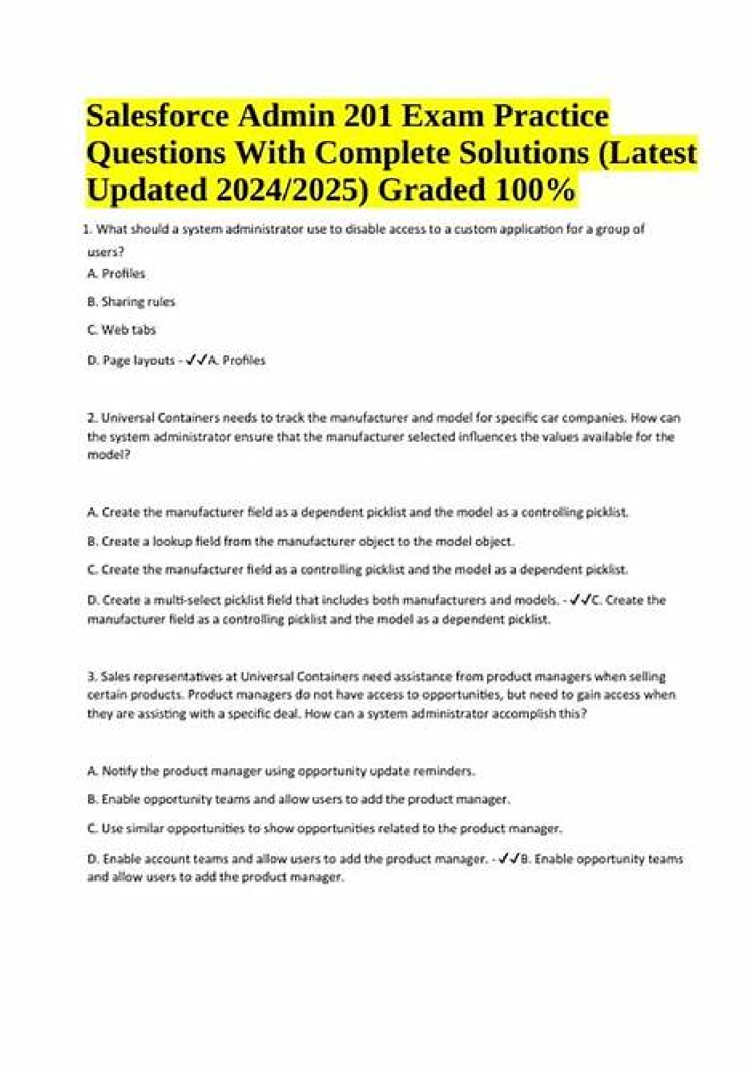
Salesforce Rev-Con-201 Practice Test - A Surefire Way To Achieve Success



Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

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.

2026 Latest Dumpexams Rev-Con-201 PDF Dumps and Rev-Con-201 Exam Engine Free Share: https://drive.google.com/open?id=1SY_1TjoQHud91yUUz-IYwgS0NaGRPRH7

The APP version of our Rev-Con-201 study guide provides you with mock exams, time-limited exams, and online error correction and let you can review on any electronic device. So that you can practice our Rev-Con-201 exam questions on Phone or IPAD, computer as so on. At the same time, for any version, we do not limit the number of downloads and the number of concurrent users, you can even buy Rev-Con-201 Learning Materials together with your friends, which undoubtedly saves you a lot of overhead.

Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	- 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	- Contracts and Orders: This section of the exam measures the abilities of Order Management Specialists and covers configuring Salesforce Contracts and Order Management features according to specific business needs. It includes understanding how contract terms, order processing, and related settings support the overall revenue lifecycle in various implementation scenarios.
Topic 4	- Invoice Management: This section of the exam measures the abilities of Billing Specialists and covers the fundamental concepts and capabilities of Invoice Management. It includes implementing out-of-the-box solutions based on scenarios that involve generating, handling, and managing invoices as part of the organization revenue operations.
Topic 5	- 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.

Top Features of Salesforce Rev-Con-201 Practice Test Material

According to personal propensity and various understanding level of exam candidates, we have three versions of Rev-Con-201 study guide for your reference. They are the versions of the PDF, Software and APP online. If you visit our website on our Rev-Con-201 Exam Braindumps, then you may find that there are the respective features and detailed disparities of our Rev-Con-201 simulating questions. And you can free donwload the demos to have a look.

Salesforce Certified Revenue Cloud Consultant Sample Questions (Q109-Q114):

NEW QUESTION # 109
On the final day of User Acceptance Testing (UAT), a critical issue is discovered. The tester believes the critical issue is a bug, while the developer asserts it is working as designed. The business representative suspects a training issue, and the project manager views the critical issue as scope creep.
What is the next course of action to mitigate this critical issue?

- A. Escalate the issue to the steering committee and request an exception to deploy the solution as is; given that it is the final day of UAT, there is no time remaining for further review.
- B. The consultant should review the critical issue, perform root cause analysis, reproduce the issue in the development sandbox, fix it to maintain the go-live date, and deploy it to UAT.
- C. All involved parties should review the issue, cross-referencing against the approved business requirements, and collaboratively determine if it is a legitimate defect, a training gap, or a new requirement.

Answer: C

Explanation:
In Salesforce Revenue Cloud implementations, especially during User Acceptance Testing (UAT), it is common to encounter discrepancies in expectations versus system behavior. When stakeholders disagree on the nature of a critical issue - whether it is a defect, scope change, or training gap - the correct course of action is to collaboratively review the issue against the signed-off business requirements.
Per the Salesforce Implementation Best Practices, a triage meeting or working session involving the tester, developer, business

stakeholder, and project manager should be conducted to:
* Review the documented business requirements and use cases
* Evaluate whether the issue represents a missed requirement, a misunderstanding, or a training need
* Reach consensus on how to classify and resolve the issue
Option A reflects this structured and collaborative approach.
Option B is premature escalation without due diligence and can lead to bypassing quality assurance.
Option C assumes the issue is a bug and skips the critical validation and stakeholder agreement process, risking scope deviation or misalignment.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce Partner Implementation Guide - "Managing UAT and Defect Triage":"Conduct issue triage sessions with key stakeholders to determine if findings are bugs, enhancements, or training gaps.
Always align resolution path with documented requirements."
* Revenue Cloud Delivery Framework - "Final UAT and Go-Live Readiness":"Do not assume issue type. Instead, validate all critical issues with documentation and team consensus." References:
Salesforce Partner Implementation Guide
Revenue Cloud Delivery Framework
Salesforce Project Governance and UAT Checklist

NEW QUESTION # 110
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. Customize the Manage Asset component to allow renewal quote and order creation.
- B. Override the standard Salesforce flow 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 # 111
A Revenue Cloud Consultant needs to verify that the calculated prices on a quote match the pricing logic defined in the pricing procedure. The consultant has already reviewed the procedure steps and quote lines but suspects that a custom pricing script may be affecting the results.
What should the consultant do to trace the sequence of pricing actions and adjustments applied during quote calculation?

- A. Check the Pricing Operations Console.
- B. Check the Revenue Transaction Logs.
- C. Check the Pricing Debug Mode Output.

Answer: C

Explanation:
When validating the accuracy of quote pricing - especially in the presence of custom pricing scripts or logic
- the recommended method is to enable and review the Pricing Debug Mode Output. This tool allows consultants and developers to trace all pricing operations step-by-step, including:
* Price calculation sequence

* Adjustments applied by pricing rules
* Scripting logic execution (e.g., custom logic in Pricing Hooks)
* Procedure steps execution order
According to the Salesforce CPQ Implementation Guide, Pricing Debug Mode is critical for diagnosing pricing anomalies, particularly in complex CPQ setups involving custom scripts or layered pricing rules.
The Pricing Operations Console (option A) is useful for managing pricing procedures and viewing applied logic but does not provide a line-by-line trace of what happened during the quote calculation.
Revenue Transaction Logs (option B) are primarily used in Billing and Invoicing scenarios, not for quote pricing diagnostics.
Exact Extracts from Salesforce Revenue Cloud Documents:
* Salesforce CPQ Implementation Guide - "Debugging Pricing Procedures":"Use Pricing Debug Mode to track the execution of pricing steps, logic hooks, and adjustments. This is the most detailed method to investigate discrepancies in pricing outcomes."
* Developer Guide - "Pricing Engine Customization and Debugging Tools":"Enable Pricing Debug Mode in the Quote Calculator Plugin to view the complete breakdown of calculations and custom logic applied." References:
Salesforce CPQ Implementation Guide
Salesforce CPQ and Billing Developer Guide
Revenue Cloud Advanced Pricing Tools Documentation

NEW QUESTION # 112
A customer wants to remove the option to override the renewal term during an asset renewal process initiated from the Account > Managed Assets view.
How should a Revenue Cloud Consultant fulfill this requirement?

- A. Modify the flow Renew Assets screen component for renewal term and remove the option for early renewal.
- B. Modify the flow Amend, Renew, and Cancel Assets screen component for renewal term and remove the option for early renewal.
- C. Modify the Lightning web component corresponding to the renew assets page and remove the option for early renewal.

Answer: A

Explanation:
Exact Extracts from Salesforce Subscription Management Implementation Guide:
* "The Renew Assets flow controls the behavior and UI elements displayed during the renewal process initiated from the Managed Assets view."
* "Administrators can modify the Renew Assets screen flow to remove or adjust user options, such as overriding renewal term or early renewal."
* "The Amend, Renew, and Cancel Assets flow is used when multiple asset management actions are combined, not for direct renewal-only cases." Step-by-Step Reasoning:
* Requirement: Prevent users from overriding the renewal term in Managed Assets # Renew process.
* Flow in Use: The Renew Assets screen flow controls this experience.
* Solution: Modify the Renew Assets flow # remove or hide the "Renewal Term" input element or variable that supports overrides.
* Why C is Correct:
* Directly targets the correct renewal flow invoked from the Managed Assets page.
* Why Others Are Incorrect:
* A: Modifying the LWC is not required - Salesforce recommends modifying the underlying flow.
* B: "Amend, Renew, and Cancel Assets" combines multiple asset management actions, not the standard renewal-only process.
References :
* Salesforce Subscription Management Implementation Guide - Renew Assets Flow Configuration
* Salesforce Billing Implementation Guide - Asset Management UI Customization

NEW QUESTION # 113
A sales rep needs to renew multiple assets acquired at different times with different expiration dates. When selecting multiple assets for renewal, some assets have already expired.
What should the sales rep do to renew all of the assets?

- A. Use the Override Renewal Term option, then renew.
- B. Update the End Dates on the assets to the current dates, then renew.
- C. Use the Amend option, override the Term, then renew.

Answer: A

Explanation:
Comprehensive and Detailed Explanation From Exact Extract:
When renewing multiple assets with differing expiration dates, Salesforce provides:
* "Override Renewal Term allows alignment of renewal periods for assets with mismatched or expired end dates." From the RLM Renewal Management documentation:
* "Expired assets can be renewed by using Override Renewal Term to generate a unified renewal quote." Options A and B are unnecessary edits to asset data and do not follow Salesforce's renewal process.
References:Revenue Lifecycle Management Implementation Guide - Renewals; Override Renewal Term.

NEW QUESTION # 114
......

Dear, you may think what you get is enough to face the Rev-Con-201 actual test. While, the Rev-Con-201 real test may be difficult than what you though. So many people choose Rev-Con-201 training pdf to make their weak points more strong. The Rev-Con-201 study pdf can help you to figure out the actual area where you are confused. Rev-Con-201 PDF VCE will turn your study into the right direction. I believe after several times of practice, you will be confident to face your actual test and get your Salesforce Rev-Con-201 certification successfully.