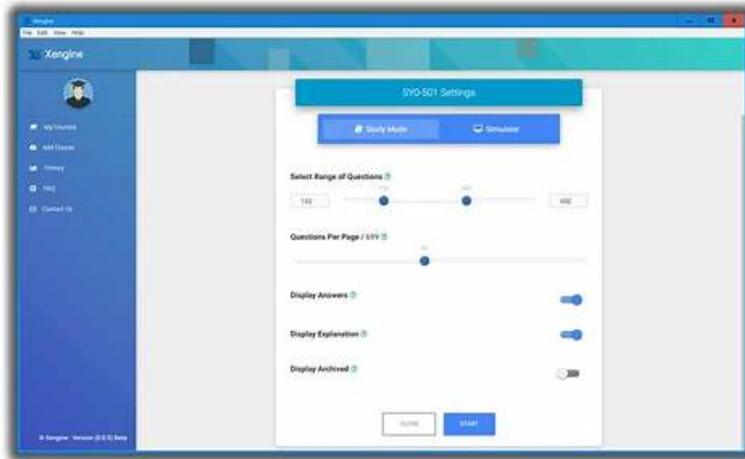


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## Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

>> Rev-Con-201 Current Exam Content <<

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## Salesforce Certified Revenue Cloud Consultant Sample Questions (Q161-Q166):

### NEW QUESTION # 161

A Revenue Cloud customer sells products that have a large number of attributes. The customer wants to change certain price-impacting attributes without making additional changes to the contract, such as quantity change, addition of new products, etc. How should a consultant do this using out-of-the-box Revenue Cloud functionality?

- A. Perform a Cancel/Replace.
- **B. Perform a Standard Amendment.**
- C. Perform an Early Renewal.

**Answer: B**

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

\* "A Standard Amendment is used to modify existing subscriptions or assets within the active contract term. This includes changes to price-impacting attributes, terms, or product options."

\* "Cancel/Replace is used for full contract replacements, whereas Early Renewal creates a new term before expiration."

\* "When a customer wants to change price-impacting attributes only (e.g., service level, configuration), a Standard Amendment provides the flexibility to update without replacing or renewing." Step-by-Step Reasoning:

\* Requirement: Change price-impacting attributes only within an active subscription.

\* Appropriate Process: Standard Amendment, as it modifies the existing subscription line(s).

\* Why B is Correct:

\* Designed for mid-term modifications including price-affecting changes.

\* Why Others Are Incorrect:

\* A (Cancel/Replace): Too disruptive; used for structural changes (product replacements).

\* C (Early Renewal): Starts a new contract; not relevant for in-term attribute updates.

References :

\* Salesforce Subscription Management Implementation Guide - Amendment Types and Use Cases

\* Salesforce Billing Implementation Guide - In-Term Amendments and Attribute Management

### NEW QUESTION # 162

A company is implementing Revenue Cloud. The company uses complex and varying tax calculations, so some of its existing products have tax calculated in a custom application. A business decision was made to keep using the custom application for the existing products and use Revenue Cloud for any new product introductions.

How should the company generate and post invoices, including the taxes for the existing products?

- **A. Integrate the custom app with the Billing TaxEngineAdapter Apex interface.**
- B. Import External Tax Lines into Billing from the custom application via CSV.
- C. Integrate AppExchange apps of partners with the Billing TaxEngineAdapter Apex interface.

**Answer: A**

Explanation:

Explanation (150-250 words)

In Salesforce Billing, tax computation can be handled internally using the Salesforce Tax Engine or externally via integration through the Billing TaxEngineAdapter Apex interface.

When a company uses a custom tax application and wants Salesforce Billing to respect its calculated taxes, the correct and scalable approach is to integrate the custom app directly with this interface.

The TaxEngineAdapter allows Salesforce Billing to call an external system during invoice generation to retrieve tax amounts and details, which are then automatically included in the Invoice Line Tax records. This ensures taxes are calculated, stored, and posted correctly for both existing and new products without manual CSV imports.

Exact Extract from Salesforce Billing Implementation Guide:

"Use the TaxEngineAdapter Apex interface to integrate external tax calculation engines with Salesforce Billing. The adapter is invoked automatically during invoice generation to compute and apply taxes." References:

Salesforce Billing Implementation Guide - Tax Engine Integration and TaxEngineAdapter Interface Salesforce Revenue Cloud

### NEW QUESTION # 163

A company using Revenue Cloud experiences frequent change requests after the customer accepts the quote and the order is activated. Order managers want the ability to change orders after activation but before fulfillment.

Which out-of-the-box permission set should be assigned to Order Managers to support in-flight order changes?

- **A. Place Change Order**
- B. Place Supplemental Order
- C. Place Superseded Order

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce Revenue Cloud introduces Change Orders as the standard mechanism for modifying activated orders.

From the Order Management section of Revenue Cloud documentation:

\* "Assign the Place Change Order permission set to users who manage in-flight order changes."

\* "Change Orders allow quantity increases or decreases after an order is activated." Superseded orders and supplemental orders serve different purposes and do not support general in-flight changes.

References: Revenue Lifecycle Management / Order Management Guide - Change Orders; Permission Set Definitions.

### NEW QUESTION # 164

A product designer created the necessary products and bundles using Product Catalog Management. However, users are not able to see the products while preparing quotes.

Which action should the product designer take to resolve this?

- **A. Select the appropriate context definition in the Product Discovery Settings.**
- B. Select the appropriate pricing procedure in the Salesforce Pricing Setup.
- C. Select the appropriate product selling model for each of the products.

**Answer: A**

Explanation:

When using Product Catalog Management in Salesforce Revenue Cloud, visibility of products during quote creation (especially through Product Discovery) is controlled by the Context Definition. Contexts allow administrators to define when and for whom products are visible during the product selection process, based on criteria like sales channels, quote type, or other business rules. If products are not appearing during quote preparation, it is often due to a missing or misconfigured context definition. Assigning the correct Context Definition in Product Discovery Settings ensures that products and bundles are available during quoting based on business logic.

Option A (selecting a selling model) affects how the product is priced and billed, but not its visibility.

Option B (pricing procedure) impacts price calculations, not product discovery or visibility.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CPQ Implementation Guide - "Product Discovery Configuration": "Ensure that context definitions are properly set so that products appear under the right conditions during quoting. Missing contexts will result in products not being visible to end users."

\* Revenue Cloud Product Catalog Guide - "Using Context for Product Availability": "Context Definitions act as filters for product discovery. Without proper context mapping, products may not show up for selection." References:

Salesforce CPQ Implementation Guide

Product Catalog Management Documentation

Revenue Cloud Product Discovery Settings Guide

### NEW QUESTION # 165

A Revenue Cloud Consultant needs to add a new custom field to the pricing context definition and use it in a pricing procedure. The consultant added the attribute to the context definition, but it is not available in the pricing procedure.

Which step did the consultant miss?

- **A. Activate the context definition.**

- B. Add a tag to the field attribute.
- C. Clone the pricing procedure.

**Answer: A**

Explanation:

Exact Extracts from Salesforce Revenue Cloud (Pricing Setup Documentation):

- \* "Any modification to a context definition, such as adding new attributes, requires reactivation for the system to register and make the new fields available to dependent pricing procedures."
- \* "Inactive context definitions or those not reactivated after edits will not expose newly added attributes for mapping or rule use."
- \* "Only active context definitions can be referenced in a pricing procedure." Step-by-Step Reasoning:
- \* Scenario: The consultant added a new attribute but cannot see it in the pricing procedure.
- \* Root Cause: After modifying a context definition, it must be activated again so Revenue Cloud refreshes its metadata.
- \* Why B is Correct:
- \* Activation publishes the updated context definition to be available in pricing procedure editors.
- \* Why Others Are Incorrect:
- \* A: Tags categorize attributes but do not make them appear in pricing procedures.
- \* C: Cloning pricing procedures doesn't expose missing context attributes; it duplicates the existing configuration.

References :

- \* Salesforce CPQ Implementation Guide - Context Definition Activation and Pricing Procedure Integration
- \* Salesforce Subscription Management Implementation Guide - Pricing Context Configuration Lifecycle

## NEW QUESTION # 166

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