

# Rev-Con-201資格模擬、Rev-Con-201テストトレーニング



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Jpexamというサイトには全的な資源とSalesforceのRev-Con-201の試験問題があります。それに、SalesforceのRev-Con-201の試験の実践経験やテストダンプにも含まれています。Jpexamは受験生たちを助けて試験の準備をして、試験に合格するサイトですから、受験生のトレーニングにいろいろな便利を差し上げます。あなたは一部の試用問題と解答を無料でダウンロードすることができます。JpexamのSalesforceのRev-Con-201の試験中に絶対な方法で転送することなく、Jpexamは真実かつ全的な試験問題と解答を提供していますから、当社がオンラインするユニークなのSalesforceのRev-Con-201の試験トレーニング資料を利用したら、あなたが気楽に試験に合格することができるようになります。Jpexamは合格率が100パーセントということを保証します。

## Salesforce Rev-Con-201 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<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>

トピック 2	<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>
トピック 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

>> Rev-Con-201資格模擬 <<

## 試験の準備方法-高品質なRev-Con-201資格模擬試験-ユニークなRev-Con-201テストトレーニング

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## Salesforce Certified Revenue Cloud Consultant 認定 Rev-Con-201 試験問題 (Q31-Q36):

### 質問 # 31

A product's attributes are organized across attribute categories Tech Specs and Utilization, but two attributes are not assigned to any category. This product is added as a component in a bundle.

In what order will attribute categories appear in the configurator?

- A. Attribute categories are randomly displayed and can vary by configurator session.
- B. Attribute categories are displayed in alphabetical order, with Uncategorized displayed at the end.
- C. Attribute categories are displayed based on the sequence defined on the Attribute Category records, with Uncategorized displayed at the end.

正解: C

解説:

Comprehensive and Detailed Explanation From Exact Extract:

In Revenue Cloud's attribute model:

From the RLM Product Catalog Guide:

\* "Attribute categories appear in the configurator in the order defined by the Sequence field on the Attribute Category record."

\* "Any attributes not assigned to a category appear in an automatically generated category called Uncategorized, displayed last."

Alphabetical order is not used.

Display order is deterministic, not random.

References:Revenue Lifecycle Management Implementation Guide - Attribute Categories; Configurator UI Rendering.

### 質問 # 32

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. 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.

- B. 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.
- 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.

正解: C

解説:

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

### 質問 # 33

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. Override the standard Salesforce flow to allow renewal quote and order creation.
- B. Customize the Manage Asset component to allow renewal quote and order creation.
- C. Change the Revenue Cloud settings to allow renewal quote and order creation.

正解: C

解説:

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

### 質問 # 34

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

**正解: B**

解説:

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

**質問 # 35**

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

**正解: B**

解説:

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

## 質問 #36

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ほとんどの労働者の基準はますます高くなっています。Rev-Con-201ガイドの質問にも高い目標を設定しました。私たちのトレーニング資料は、顧客の関心を他のポイントよりも前面に置き、高度なRev-Con-201学習資料に常に取り組みんでいます。これまで、最も複雑なRev-Con-201ガイドの質問を簡素化し、簡単な操作システムを設計しました。Rev-Con-201試験問題の自然でシームレスなユーザーインターフェイスは、より流暢に成長しました。使いやすさ。

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