

# Rev-Con-201 Valid Exam Pattern & Study Rev-Con-201 Plan

UGC NET EXAM PATTERN		
PAPER 1	FEATURE	PAPER 2
Common for all Sub	TYPE	Subject-specific
50	NO OF QUESTIONS	100
100	MARKS	200
1 hour	DURATION	2 hour
MCQ	QUESTION TYPE	MCQ
No	NEGATIVE MARKING	No
2	MARKS PER CORRECT ANS	2

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

Topic	Details
Topic 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>
Topic 2	<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>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Study Rev-Con-201 Plan, Real Rev-Con-201 Dumps Free

In the present situation, you will find companies laying off their employees without any notice or prior information. They are just receiving an email and the next moment they have no access to the company network. So to avoid all this, you have to keep yourself updated with the new version of technologies and applications. You have to become one of Salesforce Certified Revenue Cloud Consultant (Rev-Con-201) certification holders who survived the laying off situation and are still in a great position in their company. You cannot afford to lose it when you need your job the most.

### Salesforce Certified Revenue Cloud Consultant Sample Questions (Q57-Q62):

#### NEW QUESTION # 57

A Revenue Cloud Consultant is setting up the amendment process for assets in Revenue Cloud. The goal is to ensure that when a customer wants to change their subscription, the process is streamlined from initiation to the final update of the asset. In this automated lifecycle, what is true about the Opportunity?

- A. It directly updates the Asset record as soon as the opportunity stage is changed to Closed Won, bypassing the need for a quote.
- B. It is only required for amendments that involve a price increase; for other amendments, a quote can be created directly from the account.
- C. It is an optional record used for forecasting purposes and does not directly participate in the asset update automation.

**Answer: C**

Explanation:

In Salesforce Revenue Cloud, during the amendment process, the Opportunity record is optional and primarily serves for forecasting and reporting. It does not play a direct role in the automation of asset or subscription updates. The automation of amendments is handled by the Quote, Order, and Contract records.

The amendment quote captures the requested changes, and once finalized, it creates an order that updates the contract and related assets automatically.

Exact Extract from Salesforce Revenue Cloud Documentation:

"In an automated amendment lifecycle, an Opportunity is optional and primarily used for forecasting or pipeline tracking. The amendment Quote is the driver of subscription changes. Once the Quote is finalized and converted into an Order, the system automatically updates the Contract and Asset records accordingly."

- Salesforce Subscription Management Implementation Guide

This confirms that the Opportunity is not mandatory in the amendment process and does not directly perform updates. Instead, the Quote-to-Order flow governs asset and subscription modifications. The Opportunity may be linked for visibility but is not a dependency for automation.

Option B is incorrect because asset updates are never triggered directly from an Opportunity stage change.

Option C is also incorrect because Opportunity requirements are not determined by pricing scenarios.

References:

Salesforce Subscription Management Implementation Guide

Salesforce Billing Implementation Guide - Amendment Lifecycle

Salesforce CPQ Implementation Guide - Contracts and Amendments

Salesforce Revenue Cloud Consultant Exam Guide

#### NEW QUESTION # 58

A global enterprise is implementing Salesforce Revenue Cloud to simplify collaboration between sales, finance, and legal teams throughout the revenue lifecycle. The organization's key goal is to have a single source of truth to understand where the order is in its lifecycle without relying on disconnected tools or manual handoffs.

How does Dynamic Revenue Orchestrator (DRO) help meet these goals?

- A. DRO automates the revenue lifecycle.
- B. DRO automates the entire quote to order lifecycle.
- C. DRO automates the order lifecycle and streamlines fulfillment.

**Answer: C**

Explanation:

Exact Extracts from Salesforce Subscription Management Implementation Guide:

\* "Dynamic Revenue Orchestration (DRO) automates and manages the order lifecycle, ensuring seamless handoffs between sales,

fulfillment, finance, and legal teams."

\* "DRO defines orchestration plans and fulfillment steps, providing visibility into each stage of the order lifecycle from activation to fulfillment."

\* "While the quote-to-order process is handled in CPQ and order submission, DRO takes over post-order activation to automate downstream fulfillment, billing, and revenue recognition processes." Step-by-Step Reasoning:

\* Key goal: Unified visibility of order lifecycle and automated handoffs across departments.

\* Correct Function: DRO orchestrates and monitors order fulfillment and revenue processes, automating tasks across systems.

\* Why B is Correct:

\* Focused on automating the order lifecycle (post-order stage).

\* Provides real-time orchestration, eliminates manual handoffs.

\* Why Others Are Incorrect:

\* A: Too broad - the revenue lifecycle includes quoting and contracting not handled by DRO alone.

\* C: Quote-to-order automation is managed by CPQ and Order Management, not DRO.

References :

\* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Overview

\* Salesforce Billing Implementation Guide - Order Lifecycle Automation and Fulfillment Design

### NEW QUESTION # 59

An IT service provider purchased Revenue Cloud. Currently, the provider needs to mark its Super Duper Product as an automatically renewable product with no manual interaction from users.

How should a Revenue Cloud Consultant handle this requirement?

- A. Select the Auto Renew checkbox on the Product2 object.
- B. Select the Auto Renew checkbox on the product selling model.
- C. Select the Auto Renew checkbox on the Asset object.

**Answer: A**

Explanation:

Explanation (150-250 words)

In Salesforce CPQ and Subscription Management, automatic renewal behavior is driven at the product level via the Auto Renew field on the Product2 record. When this checkbox is selected, any subscription created for that product automatically inherits the renewal behavior - meaning that the system will create renewal opportunities, quotes, or contracts automatically without user intervention.

The Auto Renew setting on Product2 defines renewal eligibility for all subscriptions derived from that product, ensuring consistent automation across all customers and contracts.

The Asset object does not directly control renewal logic; instead, it reflects renewal status after processing.

The Product Selling Model defines how products are sold (one-time, recurring, usage-based), but renewal logic is still determined by the Product2-level Auto Renew setting.

Exact Extract from Salesforce Subscription Management Guide:

"To enable automatic subscription renewal without user action, select the Auto Renew checkbox on the Product2 record.

Subscriptions created from this product will automatically renew upon term completion." References:

Salesforce Subscription Management Implementation Guide - Auto-Renewal Configuration Salesforce CPQ Implementation Guide

- Subscription Product and Renewal Behavior Salesforce Revenue Cloud Data Model - Product2 and Subscription Relationship

### NEW QUESTION # 60

A new product administrator has been tasked with managing the product catalog for their company. They can view product records in the catalog but can't make any edits.

What should a consultant do to fix this issue?

- A. Assign the Product Catalog Management Designer permission set license to the administrator.
- B. Add the administrator to the Product Management Queue.
- C. Grant the Modify All Data permission on the Product object for the administrator.

**Answer: A**

Explanation:

In Salesforce Revenue Cloud, the ability to manage product records within the product catalog is governed by specific permission sets and licenses. If a user can view but not edit product records, they likely lack the proper Permission Set License (PSL) required

to perform product catalog modifications.

The correct solution is to assign the Product Catalog Management Designer permission set license, which enables users to:

- \* Create and update product records
- \* Manage attributes, configurations, and pricing
- \* Work with product relationships and dependencies

According to the Salesforce CPQ Implementation Guide, this permission set is essential for users responsible for catalog operations.

Option A (Product Management Queue) is unrelated to user permissions.

Option B (Modify All Data) is overly permissive and not best practice for security and data integrity; it grants unrestricted access to all objects, which is not necessary.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* CPQ Implementation Guide - "User Permissions for Product Management": "Assign the Product Catalog Management Designer permission set license to users responsible for managing product and pricing records. This license includes edit access for key product catalog components."

\* Revenue Cloud Admin Guide - "Setting Up Product Catalog Roles": "Use the appropriate PSL to ensure least privilege while granting catalog modification capabilities." References:

Salesforce CPQ Implementation Guide

Salesforce Revenue Cloud Admin Guide

Salesforce Permission Set License Reference Documentation

### NEW QUESTION # 61

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

**Answer: A**

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 # 62

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It is necessary to strictly plan the reasonable allocation of Rev-Con-201 test time in advance. Many students did not pay attention to the strict control of time during normal practice, which led to panic during the process of examination, and even some of them are not

