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1. A customer wants to limit the number of emails a subscriber receives to a maximum of one email

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Salesforce Rev-Con-201 Exam Syllabus Topics:

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

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q20-Q25):

NEW QUESTION # 20

A Revenue Cloud project requires that a contract agreement dynamically hide or show clauses based on Account-specific fields. Which token should the implementation consultant use on the document template to show the appropriate clauses at runtime?

- A. Repeating content tokens
- B. Variable tokens
- C. Conditional evaluation tokens

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

In Revenue Cloud CLM / DocGen:

* Conditional evaluation tokens are used to conditionally include or exclude sections or clauses based on data (for example, Account fields, contract fields).

* They evaluate conditions at generation time and determine whether a clause block is rendered.

Variable tokens (A) insert values but do not control visibility. Repeating content tokens (C) are used for lists or repeated items, not conditional visibility.

References:

Document Template & Clause Authoring Guide - Conditional Tokens for Dynamic Clauses

NEW QUESTION # 21

A customer sells 10,000 different products in 38 countries. They plan to launch a new product which will be sold globally, as well. However, due to security restrictions, the new product cannot be sold in two specific countries.

What should the product designer do to accommodate this restriction by creating a minimal number of records for the rules?

- A. Control availability with a qualification rule.
- B. Control availability with a recommendation rule.
- C. Control availability with a disqualification rule.

Answer: C

Explanation:

When controlling product availability across regions or conditions, Salesforce Revenue Cloud offers several rule types, including qualification, disqualification, and recommendation rules. In this case, the product will be available globally except for two countries - so the most efficient approach is to exclude those specific countries using a disqualification rule.

A disqualification rule removes a product from visibility during the selection or discovery process based on specific criteria - such as geography, user role, or quote context. This method allows you to manage exceptions rather than defining complex inclusion logic, thus reducing the total number of rules and maintenance overhead.

* Qualification rules are ideal when you need to explicitly include products under specific conditions (e.g., product visible only in certain contexts).

* Recommendation rules are not intended for access control but for suggesting complementary products.

Since only two countries need to be restricted, the disqualification rule provides the most scalable and minimal rule configuration.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Catalog Management Guide - "Product Availability Rules": "Disqualification rules allow you to restrict product visibility based on context definitions, such as geography or market segment. They are most effective when access is generally open but limited in a few specific cases."

* CPQ Implementation Guide - "Managing Catalog Visibility": "Use disqualification rules to remove products from visibility under certain conditions, rather than building complex qualification logic." References:

Product Catalog Management Guide

Salesforce CPQ Implementation Guide

Revenue Cloud Rules Configuration Reference

NEW QUESTION # 22

A Revenue Cloud Consultant is writing a constraint rule in Constraint Modeling Language (CML) to prevent customers from selecting a red laptop case if the selected laptop model is Executive Pro. The consultant anticipates that this color restriction might apply to other products in the future and wants to make the rule easier to maintain and reusable across multiple rules.

Which approach should the consultant take?

- A. Hard code red directly in each constraint rule.
- **B. Use a global constant for red so it can be referenced consistently across all constraint rules.**
- C. Create a local variable called BlockedColor and assign it red in each rule.

Answer: B

Explanation:

Exact Extracts from Salesforce CPQ Advanced Configurator (Constraint Modeling Language Guide):

* "Global constants enable administrators to define reusable values that can be referenced across multiple CML rules."

* "Using global constants ensures consistent logic and simplifies maintenance when constraints need to be updated."

* "Avoid hard-coded literals or repetitive local variables in multiple rules, as this increases maintenance complexity." Step-by-Step Reasoning:

* Requirement: Create a reusable restriction for color "red" across several product rules.

* Best Practice: Define global constant, e.g., const BlockedColor = "Red".

* Why C is Correct:

* Global constants promote reusability and reduce redundancy.

* Changing one constant updates all dependent rules automatically.

* Why Others Are Incorrect:

* A: Local variables are limited to each rule; no reuse.

* B: Hardcoding values breaks scalability and maintainability.

References :

* Salesforce CPQ Advanced Configurator Developer Guide - Constraint Modeling Language (CML) and Global Constants

* Salesforce CPQ Implementation Guide - Best Practices for Constraint Rules and Reusability

NEW QUESTION # 23

When a sales user is amending assets, the amendment quote does not have a contract populated.

What is the reason?

- **A. The amendment operation has been started from the Account.**
- B. The amendment operation has been started from the Contract.

- C. The amendment operation has been started after Renewal.

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

When beginning an amendment:

From the Revenue Cloud Amendment Guide:

* "If an amendment is initiated from the Account, Salesforce cannot automatically determine which Contract to use, so the Amendment Quote is created without a Contract reference."

* "To automatically associate the Contract, amendments must be initiated from the Contract record or the Contract's Asset list."

Option A is not related to contract population rules.

Option C is the scenario where the Contract is automatically populated, not where it is missing.

References: Revenue Lifecycle Management Implementation Guide - Starting Amendments; Contract Context Requirements.

NEW QUESTION # 24

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

Answer: A

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 # 25

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