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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q70-Q75):

NEW QUESTION # 70

In Salesforce Revenue Cloud, what is the primary role of Context Service in optimizing revenue operations?

- A. To streamline the precise creation and management of product catalogs and bundles
- **B. To provide and manage the relevant data inputs and variables required for transactional calculations**
- C. To automate the generation of official sales contracts and essential service agreements

Answer: B

Explanation:

Explanation (150-250 words)

The Context Service in Salesforce Revenue Cloud serves as a foundational service layer that centralizes and manages the data inputs, parameters, and contextual variables used in transactional processes across CPQ, Billing, and Subscription Management. Its core role is to ensure that every transaction-such as pricing, billing, revenue recognition, and tax calculation-operates with accurate, synchronized data context.

When a quote, order, or invoice is processed, the Context Service dynamically supplies key contextual data (like currency, account, tax jurisdiction, pricing date, and contractual terms) to ensure consistent calculations and business logic across different Revenue Cloud services. By doing so, it enables unified pricing and billing behavior and eliminates discrepancies that could occur from fragmented data sources.

Exact Extract from Salesforce Revenue Cloud Platform Concepts:

"Context Service provides the foundational context for transactional services in Revenue Cloud. It manages and distributes contextual data, such as customer, pricing, and tax parameters, enabling accurate calculations across CPQ, Billing, and Subscription Management." References:

Salesforce Revenue Cloud Platform Concepts - Context Service Overview

Salesforce CPQ and Billing Integration Guide - Context Service Data Flow Subscription Management Implementation Guide - Transaction Context Handling

NEW QUESTION # 71

A Salesforce Consultant has been asked to identify and extract contract details and clauses from a PDF that holds the information of a historical signed contract. The consultant will use Contracts AI to achieve this requirement. A prerequisite to using Contracts AI is to set up a contract extraction template.

When creating a contract extraction template, which template details does the consultant need to fill in to allow the selection of an existing context definition?

- A. Attribute Definition and Field Mapping
- **B. Attribute Definition and Context Mapping**
- C. Record Type and Field Mapping

Answer: B

Explanation:

Explanation (150-250 words)

Contracts AI in Salesforce Revenue Cloud leverages AI-based document parsing to extract key data elements (clauses, values, terms) from uploaded contract files, such as PDFs. To configure this, an administrator creates a Contract Extraction Template, which determines how AI-extracted data maps into Salesforce fields.

In order to associate the template with an existing context definition (so extracted data aligns with the correct objects and relationships), the consultant must define both:

* Attribute Definitions - specify the data elements to extract (e.g., Start Date, Term, Renewal Clause).

* Context Mapping - links the extracted attributes to the appropriate fields and nodes within the selected context definition.

Without Attribute and Context mapping, Contracts AI cannot correctly populate contextual Salesforce data structures.

Exact Extract from Salesforce Contracts AI Implementation Guide:

"To use an existing context definition with a contract extraction template, specify attribute definitions and context mappings that associate extracted data with the context nodes." References:

Salesforce Contracts AI Implementation Guide - Contract Extraction Templates and Context Definitions Salesforce Revenue Cloud

Platform Concepts - Context Service and Context Mapping Salesforce Solution Architect Handbook - AI-Assisted Contract Extraction Design

NEW QUESTION # 72

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

Answer: B

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 # 73

A product bundle has defined a constraint model that is currently in use and has been actively sold for the last few months. A new product will be launched next month and will be sold as part of the same bundle. The product designer updated the bundle structure under Product Catalog Management to add the new product.

What must the product designer do to ensure that the child product is added to the constraint model within the product bundle?

What must the product designer do to ensure that the child product is added to the constraint model within the product bundle?

- A. Use the Visual Builder to add the child product to the constraint model, then import the associations for the type from Product Catalog Management.
- B. Once a bundle is updated in Product Catalog Management, create a constraint model, then import the associations from Product Catalog Management.
- **C. Create a new type for the child product in the Constraint Modeling Language (CML) Editor, then import the associations for the type from Product Catalog Management.**

Answer: C

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, Constraint Models define configuration logic through Constraint Modeling Language (CML). When a new child product is added to an existing bundle, the system does not automatically include it in the associated constraint model. To bring the new product into scope, the designer must:

* Create a new type in the CML Editor that corresponds to the newly added product.

* Import the product associations from Product Catalog Management to ensure the constraint model references the correct product hierarchy and rules.

This approach integrates the new component into the model while retaining existing logic and rule structure.

Option A incorrectly assumes the Visual Builder can auto-import relationships for new products, and option B would create a new constraint model rather than updating the existing one.

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Exact Extract from Salesforce CPQ Implementation Guide:

"When new products are added to an existing bundle, define a new type for the product in the Constraint Model and import the associations from Product Catalog Management to ensure inclusion in configuration rules." References:

Salesforce CPQ Implementation Guide - Constraint Model Maintenance and CML Editor Usage Salesforce Revenue Cloud

Catalog Management Guide - Updating Bundles with New Components Salesforce Solution Architect Handbook - Constraint

Model Versioning and Governance

NEW QUESTION # 74

A product manager is creating a bundle in Product Catalog Management and would like to limit the component quantity to three on specific components. How should the product manager achieve this outcome?

- A. Set the maximum quantity to three on the Product Record of each of the desired components.
- **B. Set the maximum quantity field on the Local Cardinality of the desired component product to three.**
- C. Set the maximum number of components on the Group Cardinality to three.

Answer: B

Explanation:

Local Cardinality is the correct Revenue Cloud feature for limiting component quantities within a bundle.

According to Salesforce Help documentation on "Manage Local Cardinality," local cardinality defines the default, minimum, and maximum quantity of a product component that is permissible in a product bundle.

When a product manager edits the local cardinality of a component within a bundled product, they can set the Max Quantity field to three. This setting restricts customers to ordering a maximum of three units of that specific component when configuring the bundle. The local cardinality settings are configured at the Structure tab of the bundled product, accessible from the Product Catalog Management app.

The local cardinality feature includes several configurable fields: Require this component, Include component by default, Allow quantity changes, Min Quantity, Max Quantity, Quantity Scaling Method, and Price Includes Component. The Max Quantity field specifically controls the upper limit for that component's quantity. This applies to individual product components, enabling granular control over bundled product configurations.

Option A refers to Group Cardinality, which sets limits on a group of products rather than individual components. Option B about modifying the Product Record is incorrect; quantity limits cannot be set at the product level directly for bundle purposes. Local Cardinality is the dedicated feature in Revenue Cloud Product Catalog Management for setting component-specific quantity constraints within bundles.

References: Salesforce Help - Manage Local Cardinality, Define Quantity Limits for Bundled Products, Product Catalog Management documentation

NEW QUESTION # 75

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