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100% Pass Quiz 2025 Salesforce Rev-Con-201: Updated Salesforce Certified Revenue Cloud Consultant Brain Exam

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q108-Q113):

NEW QUESTION # 108

What are the steps a user should take to Renew an Asset?

- A. Create Renewal Quote with Asset, Create Order, Activate Order
- B. Create Renewal Quote with Asset, Create Contract, Activate Contract
- C. Create Renewal Quote with Asset, Create Order, Create Contract

Answer: A

Explanation:

Explanation (150-250 words)

The Renewal process in Salesforce Revenue Cloud begins with creating a Renewal Quote based on existing Assets (representing active subscriptions or entitlements). The Renewal Quote inherits pricing, terms, and quantities from the current assets and allows for updates such as upsells or discounts.

Once the Renewal Quote is approved, it is converted into an Order, and upon Order activation, Salesforce automatically generates new Assets (and optionally renewal Contracts if managed through Subscription Management).

Therefore, the correct renewal flow is:

- * Create Renewal Quote with linked Assets.
- * Create Order from the Renewal Quote.
- * Activate Order, triggering renewal assetization and lifecycle continuation.

Option A skips the order creation step, and option C incorrectly orders contract creation after the order but before activation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Renewals begin with a renewal quote referencing active assets. When converted to an order and activated, Salesforce generates renewed assets and continues lifecycle tracking." References:

Salesforce Subscription Management Implementation Guide - Renewal Process Overview
Salesforce CPQ Implementation Guide - Renewal Quotes and Orders
Salesforce Revenue Cloud Data Model - Asset Lifecycle during Renewal

NEW QUESTION # 109

A customer currently owns subscription products with a term of 3 years. A ramped deal was configured to sell the products with a quantity of 20 in year one, 30 in year two, and 40 in year three. The list price of the product is US \$1,000 per year.

The subscription started on June 24, 2025, and will end on June 23, 2028. Today's date is January 15, 2026.

What is the formula to calculate the current Monthly Recurring Revenue (MRR)?

- A. $MRR = (20 \times \$1,000) / 36$
- B. $MRR = ((20 \times \$1,000) + (30 \times \$1,000) + (40 \times \$1,000)) / 36$
- C. $MRR = (20 \times \$1,000) / 12$

Answer: C

Explanation:

Exact Extracts from Salesforce Billing and Subscription Management Guides:

- * "Monthly Recurring Revenue (MRR) represents the recurring portion of subscription revenue normalized to a monthly value."
- * "For ramped deals, MRR should be calculated based on the currently active ramp period."
- * "When a subscription includes quantity changes by period, MRR is (active period's quantity \times list price) \div 12." Step-by-Step

Reasoning:

* Current Date: January 15, 2026 # within Year 1 of the ramp (June 24 2025 - June 23 2026).

* Active Quantity: 20 units.

* List Price: \$1,000 per year.

* MRR Formula:

* Why A is Correct: Uses current active ramp period only, not the entire 3-year term.

* Why Others Are Incorrect:

* B: Divides by total months (36) - incorrect for monthly normalization.

* C: Aggregates all ramp years, not just the current active one.

References :

* Salesforce Billing Implementation Guide - Recurring Revenue Metrics (MRR/ARR)

* Salesforce Subscription Management Implementation Guide - Ramp Deal Revenue Recognition and Active Period Logic

NEW QUESTION # 110

A Revenue Cloud Consultant needs to identify and capture the latest active Contract to which an Asset belongs.

Which build steps should the consultant take to meet their goal?

- A. Build a Contract lookup field on Asset. Build a record-triggered flow to traverse all the related Contracts of the Account to which the Asset belongs. Then take the latest active Contract and update Asset's new Contract lookup field with its record ID.
- B. Build a Contract lookup field on Asset. Create a ContractId tag in context definition for Assets and map the ContractId tag to this new Asset Contract lookup field. Update the OrderToAsset context definition to map Order's ContractId tag to Asset's ContractId tag.

- C. Build a Contract lookup field on Asset. Upon Asset update, use automation to find the latest-dated Asset Contract Relationship record of the Asset and copy its ContractId into this lookup field.

Answer: B

Explanation:

Explanation (150-250 words)

Salesforce Revenue Cloud uses Context Definitions to pass contextual data-such as ContractId, AccountId, and OrderId-across transaction boundaries (e.g., from Order to Asset). To automatically capture and persist the Contract associated with an Asset, administrators should leverage Context Tags and Context Definitions instead of manual automation.

The correct solution is to:

- * Create a Contract lookup field on the Asset object.
- * Define a ContractId tag in the Asset context definition and map it to this lookup field.
- * Update the OrderToAsset Context Definition to map the Order's ContractId tag to the Asset's ContractId tag.

This ensures that when an Order creates Assets, the system automatically maps and populates the Contract reference based on context propagation, maintaining data consistency without extra automation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Context Definitions allow for the propagation of key identifiers such as ContractId from Orders to downstream entities like Assets, ensuring accurate linkage for lifecycle management." References:

Salesforce Subscription Management Implementation Guide - Context Definitions and Tag Mapping
Salesforce Revenue Cloud Data Model - Order, Contract, and Asset Relationships
Salesforce Billing and Asset Integration Guide - OrderToAsset Context Configuration

NEW QUESTION # 111

In the context of a quote or order, the administrator needs to include a Product2 custom field for search.

What should the administrator do to accomplish this?

- A. Modify the Discover Products screen flow to add the Product2 custom field on the product list page container component.
- **B. Use the Index and Search Configuration page to set the Product2 custom field as searchable and run Rebuild Index job.**
- C. Add Product2 custom field as a new filter option in the Browse Catalog list view.

Answer: B

Explanation:

To make a custom field on the Product2 object available for searching and filtering in the Product Discovery or Browse Products experience, the administrator must configure it using the Index and Search Configuration feature in Salesforce Revenue Cloud.

The correct process includes:

- * Navigating to the Index and Search Configuration page.
- * Selecting the Product2 object.
- * Adding the custom field to the list of searchable fields.
- * Running the Rebuild Index job to apply the changes.

This process ensures the custom field is indexed and usable in the search API and UI filters during quote or order product selection.

- * Option A (list view filter) impacts UI sorting/filtering but not full-text search capability.
- * Option C involves altering the Discover Products flow, which is not required if the goal is simply to enable search based on a field - and would introduce unnecessary complexity.

Exact Extracts from Salesforce Revenue Cloud Documents:

* Product Discovery Setup Guide - "Index and Search Configuration": "To make custom fields on Product2 searchable in product discovery, configure the field in the Index and Search Configuration UI and then rebuild the search index."

* Salesforce CPQ Product Catalog Guide - "Custom Fields and Discovery Search": "After adding a field to searchable fields, it is required to run the Rebuild Index job to enable the change." References:

Salesforce Revenue Cloud Product Discovery Guide
CPQ Implementation Guide - Product Catalog Configuration
Salesforce Index and Search Configuration Admin Tool

NEW QUESTION # 112

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

- A. Quote, Quote Line, Order, Order Product
- **B. Asset, Asset Action, Asset State Period, Asset Action Source**
- C. Asset, Subscription, Subscribed Asset, Order

Answer: B

Explanation:

For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.

The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships. The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.

Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.

Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.

Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking. The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements. References: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

NEW QUESTION # 113

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