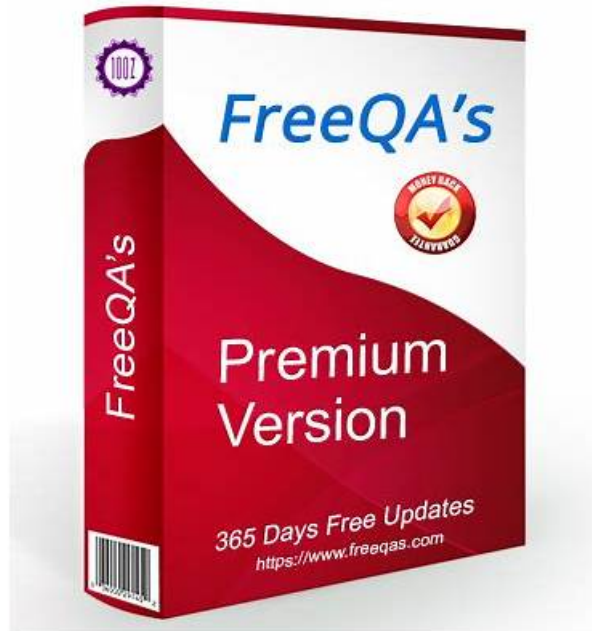


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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q97-Q102):

NEW QUESTION # 97

What should a consultant use to create Renewal Opportunities and Quotes/Orders out of the box?

- A. Managed Apex classes
- B. Revenue Cloud Subscription Settings
- **C. Renewal Flow Templates**

Answer: C

Explanation:

Renewal Flow Templates are the out-of-the-box solution for creating Renewal Opportunities and Quotes /Orders in Revenue Cloud. Salesforce provides prebuilt flow templates specifically designed to automate the renewal process without requiring custom development.

According to Salesforce Help documentation on Flow Templates for Renewal Automation, Revenue Cloud includes the "Create and Update Renewal Opportunities" flow template. This template automatically creates renewal opportunities for forecasting purposes when assets are created, and keeps them synchronized when customers amend or cancel subscriptions. The flow template is triggered by platform events and uses standard Revenue Cloud invocable actions.

The renewal flow templates utilize the InitiateRenewal invocable action, which is a standard out-of-the-box Apex action provided by Salesforce. This action can create either renewal quotes or renewal orders based on specified parameters, and it properly links these transactions to renewal opportunities for accurate forecasting.

The flow templates handle the complexity of tracking asset end dates, calculating renewal amounts, and maintaining synchronization between assets and renewal opportunities.

Option A (Revenue Cloud Subscription Settings) is a configuration area but does not directly create renewal opportunities or quotes.

Option C (Managed Apex classes) would require custom development and is not the out-of-the-box approach. The Renewal Flow Templates provide a declarative, point-and-click solution that administrators can activate and customize using Flow Builder, making them the correct out-of-the-box tool for automating renewal opportunity and quote creation in Revenue Cloud.

References: Salesforce Help - Flow Templates to Automate Renewal Opportunity Creation and Asset Renewal, Summer '25 Release Notes for Revenue Cloud

NEW QUESTION # 98

A company purchased Revenue Cloud. The project scope includes the entire Product-to-Cash lifecycle including Dynamic Revenue Orchestrator and Contract Lifecycle Management (CLM). As part of CLM, the company would like to perform internal and external collaborative redlining.

With which cloud computing provider does Salesforce need to integrate?

- A. Amazon Web Services (AWS)
- B. Google Cloud Platform (GCP)
- **C. Microsoft Azure**

Answer: C

Explanation:

Exact Extracts from Salesforce CLM and Revenue Cloud Documentation:

* "Salesforce CLM leverages integration with Microsoft Azure for document storage and redlining via Microsoft Word Online."

* "External and internal collaborative redlining uses Microsoft 365 capabilities hosted on Azure."

* "This integration enables real-time co-authoring and version tracking directly within Salesforce." Step-by-Step Reasoning:

* Requirement: Support for collaborative document redlining inside Salesforce CLM.

* Underlying Provider: Salesforce CLM integrates with Microsoft Azure for Word-based collaboration.

* Why B is Correct: Azure hosts the Microsoft 365 services used for real-time editing.

* Why Others Are Incorrect:

* A (GCP): Not used by Salesforce CLM for redlining.

* C (AWS): Salesforce infrastructure runs on AWS in some regions, but CLM redlining is Microsoft-based.

References :

* Salesforce Contract Lifecycle Management Implementation Guide - Microsoft Integration and Redlining

* Salesforce Revenue Cloud Implementation Guide - CLM and Dynamic Revenue Orchestration Integration Overview

NEW QUESTION # 99

A Revenue Cloud Consultant needs to update the flow used to browse the catalog. The consultant made the changes and activated the flow but is not seeing the changes during testing.

Which step did the consultant miss?

- A. Adding the Flow Name in the Product Discovery Setup.
- B. Adding the Flow Name in the Revenue Settings Setup.
- C. Adding the Flow Name in the Pricing Settings Setup.

Answer: A

Explanation:

Exact Extracts from Salesforce Revenue Cloud (CPQ and Subscription Management Implementation Guides):

- * "Product Discovery Setup defines the flows used for product selection and catalog browsing in Revenue Cloud."
- * "When a custom or updated Product Discovery Flow is created, it must be added to Product Discovery Setup to be invoked during catalog navigation."
- * "Activating a flow alone does not make it available for catalog usage unless it is registered in Product Discovery Setup." Step-by-Step Reasoning:
- * Scenario: Consultant modifies and activates a catalog browsing flow but does not see changes in UI.
- * Requirement: The new or edited flow must be registered within the Product Discovery Setup page to replace the default one.
- * Why B is Correct:
- * Product Discovery Setup tells Revenue Cloud which flow to call when browsing products.
- * Pricing Settings and Revenue Settings relate to pricing and billing, not discovery flows.

References :

- * Salesforce CPQ Implementation Guide - Product Discovery and Catalog Setup
- * Salesforce Subscription Management Implementation Guide - Flow Configuration for Product Discovery

NEW QUESTION # 100

A Revenue Cloud Consultant is configuring a product catalog in Salesforce Revenue Cloud for an electronics manufacturer. The team requires real-time product filtering during the quote process, based on customer tier, location, and purchase history. The consultant needs to use a context definition to pass the required data to the qualification rule.

Which configuration correctly uses a context definition for this customer?

- A. Use the Product2 object to create custom fields and assign page layouts that dynamically control product availability using context definition tags and validation rules.
- B. Create a Sales Transaction context definition to control which products are visible in the catalog based on the user's profile, leveraging context tags to enforce record visibility.
- C. Configure a Product Discovery context definition with nodes and attribute mappings for account tier and location, so this data can be evaluated by the rules during Browse Catalog.

Answer: C

Explanation:

Exact Extracts from Salesforce CPQ & Subscription Management Implementation Guides:

- * "Product Discovery Context Definitions provide the framework for dynamic filtering and qualification rules during catalog browsing and product configuration."
- * "Context definitions can include nodes that map Account, Contact, and related attributes (such as customer tier, geography, or historical data) for rule evaluation."
- * "This enables dynamic, real-time product visibility and eligibility control during Browse Catalog." Step-by-Step Reasoning:
- * Requirement:
- * Dynamic catalog filtering during quoting based on Account Tier, Location, and Purchase History.
- * Correct Mechanism:
- * Product Discovery Context Definition - defines what contextual data (Account, Tier, Location, etc.) is available for evaluation in qualification rules.
- * Why A is Correct:
- * It uses declarative context definition mapping (no code) to feed rule logic during catalog browsing.
- * Why B and C are Incorrect:
- * B: Sales Transaction Context applies to pricing and calculation logic, not catalog discovery visibility.
- * C: Product2 custom fields and layouts don't control dynamic filtering or interact with context definitions; they're static metadata.

References :

- * Salesforce CPQ Implementation Guide - Product Discovery Context Definitions and Qualification Rules
- * Salesforce Subscription Management Implementation Guide - Dynamic Product Eligibility using Context Definitions

NEW QUESTION # 101

Universal Containers is expanding into French- and German-speaking regions. The team wants to ensure that product names and descriptions appear in the correct language when customers browse the catalog via APIs. Which configuration is required to support this multilingual API response?

- **A. Enable data translation and provide values via the Product List API and Product Details API**
- B. Use data translation via Translation Workbench to modify the metadata API and Product List API
- C. Provide data translations using standard Salesforce Product2 APIs and Product Details API

Answer: A

Explanation:

To support multilingual product catalog data through APIs in Revenue Cloud, the correct approach is to enable data translation and provide translated values that become available via the Product List API and Product Details API. This is a data translation feature specific to Product Catalog Management, distinct from metadata translation.

According to Salesforce Help documentation for Product Catalog Management, administrators must first enable data translation and add supported languages. Once enabled, they can provide translations for Product Name, Product Description, and Help Text fields. Critically, "The translated data for Product Name, Product Description, and Help Text fields is available via the Product List API, Product Details API, and Bulk Product Details API." This data translation capability operates at the data level, not the metadata level. Translation Workbench is used for translating user interface elements and metadata, but for product catalog data consumed by APIs, the Product Catalog Management data translation feature is the correct approach. The system stores translated values and returns them based on the user's language context when API calls are made.

Option A incorrectly suggests using Translation Workbench to modify APIs, which is not the correct mechanism. Option B mentions standard Product2 APIs without the data translation enablement step. The proper sequence requires enabling data translation in Product Catalog Management settings, providing translated values for products and categories, and then accessing this data through the Product List API and Product Details API, which automatically return content in the appropriate language based on request context.

References: Salesforce Help - Set Up Data Translation in Product Catalog Management, Product Catalog Management Data Translation documentation

NEW QUESTION # 102

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