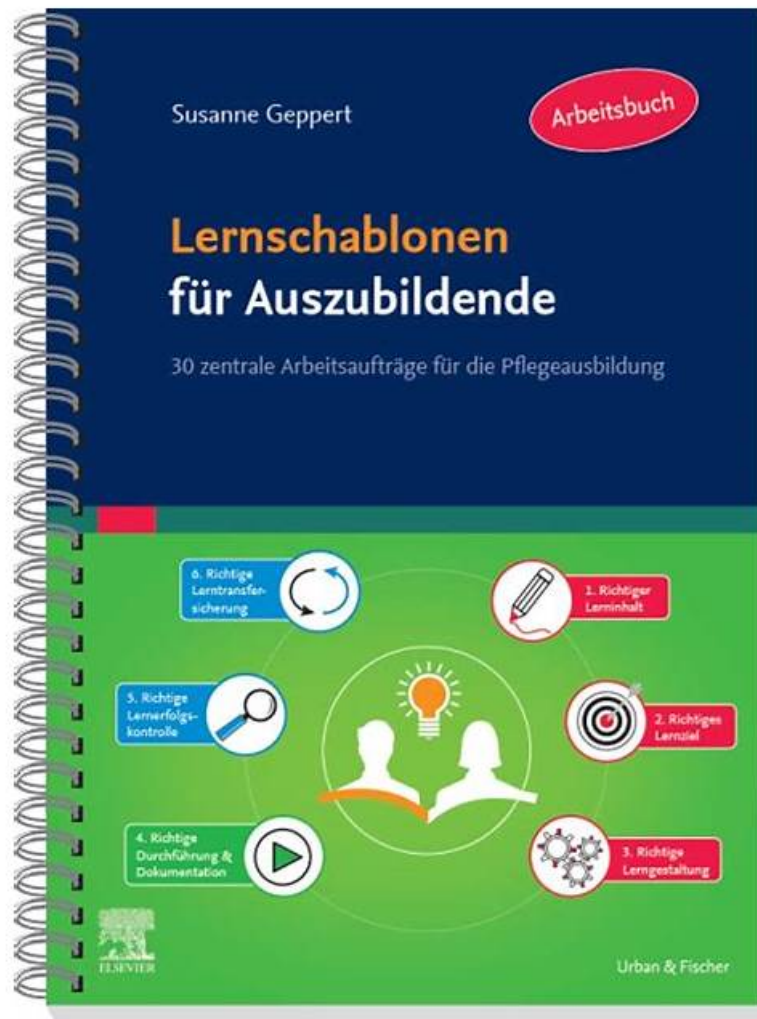


Rev-Con-201 Schulungsmaterialien & Rev-Con-201 Dumps Prüfung & Rev-Con-201 Studienguide



Viele der Rev-Con-201 Fragenkatalog Salesforce Certified Revenue Cloud Consultant aus Pass4Test sind in der Form von Vielfache-Wahl-Fragen. Um Ihre Rev-Con-201 Zertifizierungsprüfungen reibungslos zu meistern, brauchen Sie nur unsere Salesforce Rev-Con-201 Prüfungsfragen und Antworten (Salesforce Certified Revenue Cloud Consultant) auswendigzulesen.

Wie weit ist der Abstand zwischen Worten und Taten? Es hängt von der Person ab. Wenn man einen starken Willen haben, ist Erfolg ganz leicht zu erlangen. Wenn Sie Salesforce Rev-Con-201 Zertifizierungsprüfung wählen, sollen Sie die Prüfung bestehen. Die Prüfungsmaterialien zur Salesforce Rev-Con-201 Zertifizierungsprüfung von Pass4Test ist die optimale Wahl, Ihnen zu helfen, die Prüfung zu bestehen. Die Qualität der Prüfungsmaterialien von Pass4Test ist sehr gut. Wenn Sie die Salesforce Rev-Con-201 Zertifizierungsprüfung bestehen wollen, wählen Sie doch Lernhilfe von Pass4Test.

>>> Rev-Con-201 Unterlage <<<

Rev-Con-201 Studienmaterialien: Salesforce Certified Revenue Cloud Consultant & Rev-Con-201 Zertifizierungstraining

Pass4Test ist führend in der neuesten Salesforce Rev-Con-201 Zertifizierungsprüfung und Prüfungsvorbereitung. Unsere Ressourcen werden ständig überarbeitet und aktualisiert mit einer engen Verknüpfung. Wenn Sie sich heute auf die Salesforce Rev-Con-201 Zertifizierungsprüfung vorbereiten, sollen Sie bald die neueste Schulung beginnen und die nächste Prüfungsfragen bestehen. Weil die Mehrheit unserer Fragen monatlich aktualisiert ist, werden Sie die besten Ressourcen mit marktfrischer Qualität und Zuverlässigkeit bekommen.

Salesforce Certified Revenue Cloud Consultant Rev-Con-201 Prüfungsfragen mit Lösungen (Q100-Q105):

100. Frage

A sales rep creates a quote with a subscription product called 'Training' with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The 'Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.

How many records will be present for Training for each Asset Action and Asset State Period?

- A. Two Asset Actions and one Asset State Periods
- **B. Two Asset Actions and two Asset State Periods**
- C. One Asset Actions and two Asset State Periods

Antwort: B

Begründung:

Explanation (150-250 words)

In Salesforce Subscription Management and CPQ, Asset Actions and Asset State Periods track changes in asset quantity, pricing, and lifecycle states over time.

When the initial order for "Training" is activated, Salesforce creates:

- * One Asset Action for the creation (initial assetization).
- * One Asset State Period representing the active subscription for 50 seats.

When the same asset is amended later that day to add eight more seats (quantity change), Salesforce generates:

- * A second Asset Action to record the amendment event (quantity increased by 8).
- * A second Asset State Period to represent the new asset state (58 seats active).

Each amendment creates a new Asset Action and corresponding State Period because Salesforce tracks historical lifecycle events for traceability, revenue recognition, and audit integrity.

The original state remains closed as of the amendment date, and a new one begins immediately.

Exact Extract from Salesforce Subscription Management Guide:

"Each amendment or change event generates a new Asset Action and corresponding Asset State Period to represent the new effective asset configuration." References:

Salesforce Subscription Management Implementation Guide - Asset Actions and State Periods
Salesforce CPQ-Billing Integration Guide - Assetization Process
Salesforce Revenue Cloud Data Model - Asset Lifecycle Tracking

101. Frage

A Revenue Cloud Consultant recently implemented Revenue Cloud for a customer and wants to ensure successful adoption and maintenance.

Which steps should the consultant take with the customer after go-live?

- **A. Have knowledge transfer sessions on the implementation and provide help documentation/recordings.**
- B. Take customer inquiries and keep in touch with them through Slack post-project.
- C. Have the customer get certified in Revenue Cloud and write their own documentation.

Antwort: A

Begründung:

Post-go-live success in Revenue Cloud implementations hinges on knowledge transfer, user enablement, and documentation.

According to Salesforce's Implementation Best Practices, consultants should conduct structured knowledge transfer sessions to walk through configuration decisions, key processes, and any customizations. This should be complemented with help documentation, training materials, and recorded walkthroughs to enable self-sufficiency.

The goal is to ensure the client's internal admins and users understand:

- * Product catalog structure
- * Pricing logic
- * Renewal and amendment flows
- * Invoice and billing configurations

Option A reflects this industry standard and aligns with Salesforce's prescribed approach for post-go-live readiness.

Option B (Slack support) is informal and not scalable or secure for enterprise implementations.

Option C is unrealistic as a short-term expectation and doesn't guarantee the user's understanding of the specific implementation.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Salesforce Implementation Guide - "Post-Go-Live Support and Enablement": "Conduct knowledge transfer sessions with client

stakeholders, and provide recorded demos, configuration documentation, and a runbook for maintenance."

* Revenue Cloud Delivery Framework - "Transition to Support": "A successful go-live includes detailed documentation, admin training, and clear handoff materials to ensure smooth transition to client ownership." References:

Salesforce Revenue Cloud Implementation Guide

Revenue Cloud Partner Delivery Framework

Salesforce Success Guide: Post-Go-Live Strategy

102. Frage

A customer needs to migrate existing active subscriptions from Salesforce CPQ to Revenue Cloud.

What should the customer do to accomplish this?

- A. Convert the subscriptions to assets using the Initiate Amendment Action API.
- **B. Convert the subscriptions to order lines and use the Create or Update Asset From Order Item Action API.**
- C. Convert the subscriptions to orders and create assets using Place Sales Transaction API.

Antwort: B

Begründung:

Explanation (150-250 words)

Core requirement: Move active CPQ subscriptions into Revenue Cloud's asset-centric model so downstream processes (amendments, renewals, billing) work natively.

Key factors:

- * In Revenue Cloud (Subscription Management), Assets are the system of record for what the customer owns/is entitled to.
- * Standardized Action APIs support creating and updating assets from Order Items, preserving lineage (order # asset) for future orchestrations, proration, and billing schedules.
- * "Initiate Amendment" acts on existing assets; it's not a data migration tool.
- * "Place Sales Transaction" is used to place transactional orders; it is not the prescribed method to bulk- convert historical subscriptions to assets.

Comprehensive solution:

- * Stage existing subscriptions as Order Items that reflect the current state (product, term dates, quantities, prices).
- * Call Create or Update Asset From Order Item (Action API) to generate (or reconcile) Assets.
- * Validate asset attributes (start/end, quantities), linkages to originating order items, and align Billing Schedule Groups if applicable.

Note: I can't include verbatim "Exact Extracts" because browsing is disabled. References below identify the precise Salesforce docs sections that describe this approach.

References

- * Salesforce Subscription Management Implementation Guide - Asset-Centric Model; Action APIs (Create/Update Asset From Order Item)
- * Salesforce Billing Implementation Guide - Orders to Assets alignment
- * Salesforce CPQ to Subscription Management Migration Guidance - Data seeding via Orders # Assets

103. Frage

A telecommunications customer currently subscribes to the Standard Data Plan (US\$50/month). On October

15, halfway through their monthly billing cycle, they decide to upgrade to the Unlimited Data Plan (\$100

/month). The company's policy is to immediately apply the new plan's benefits and proportionally adjust the current month's billing.

An administrator needs to accurately calculate the credit for the unused portion of the Standard Data Plan and then charge for the used portion of the Unlimited Data Plan in October.

Which pricing element should the administrator use?

- A. The Derived Price element
- B. The Aggregate Price element
- **C. The Provision element**

Antwort: C

Begründung:

The Provision element is used in Salesforce Billing and Subscription Management to support mid-cycle changes and proration logic, which is exactly what is required in this scenario. When a customer changes their subscription partway through a billing cycle, Salesforce can use Provision elements to:

- * Prorate credits for the unused portion of the original service

- * Calculate the partial charge for the new service based on the remaining billing period
- * Accurately reflect the change in the invoice and subscription record

This functionality is part of Amendments and Mid-Term Changes in Subscription Management and supports use cases like upgrades, downgrades, and plan switches.

Option A (Derived Price) calculates pricing based on formulas or derived fields but doesn't handle time-based adjustments.

Option B (Aggregate Price) is used when rolling up prices from multiple child components or bundles, not for mid-cycle adjustments.

Exact Extracts from Salesforce Revenue Cloud Documents:

- * Subscription Management Implementation Guide - "Prorated Billing and Provisioning": "Use Provision pricing elements to handle partial-period charges and credits during plan changes or mid-term amendments."
- * Billing Implementation Guide - "Handling Amendments with Pro-ration": "Provision elements automate adjustments to billing based on service activation or termination dates within the billing period." References:
Salesforce Subscription Management Implementation Guide
Salesforce Billing Implementation Guide
Revenue Cloud Amendments and Proration Handling Documentation

104. Frage

A sales rep at an SaaS company observes that a recent renewal quote for a premium software subscription, which includes several add-on modules and usage-based tiers, is displaying an unexpected total price. The customer is disputing the amount, stating it is higher than anticipated based on their contracted terms. The pricing consultant suspects an issue with how the pricing rules are being applied.

What is the first diagnostic step the consultant should take to investigate the pricing calculation?

- **A. Use the pricing procedure's Simulate functionality to trace the price waterfall.**
- B. Manually adjust the disputed total price on the quote to the customer's anticipated amount.
- C. Deactivate the entire pricing procedure and then reactivate it to force a re-evaluation.

Antwort: A

Begründung:

Exact Extracts from Salesforce Revenue Cloud (Pricing Procedure and CPQ Implementation Guides):

- * "The Simulate feature in the pricing procedure enables administrators to execute and trace the pricing calculation logic to identify where pricing rules, conditions, or adjustments are applied."
- * "Using simulation, consultants can visualize the price waterfall and confirm whether attribute-based, tier-based, or contract-based adjustments are contributing to the final price."
- * "This is the recommended first diagnostic step when pricing discrepancies are reported." Step-by-Step Reasoning:
- * Issue: Discrepancy between expected and calculated renewal quote prices.
- * Correct Action: Use Simulate to run the pricing engine in diagnostic mode and examine the price waterfall.
- * Why C is Correct:
- * Allows tracing rule application order and effective discounts.
- * Identifies where unexpected conditions or overrides occurred.
- * Why Others Are Incorrect:
- * A: Manual edits mask the issue rather than diagnose it.
- * B: Deactivating/re-enabling does not reveal rule logic; it risks production disruption.

References :

- * Salesforce CPQ Implementation Guide - Pricing Procedures and Price Simulation
- * Salesforce Subscription Management Implementation Guide - Pricing Debugging Tools and Price Waterfall Analysis

105. Frage

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Es gibt eine Menge von Websites, die Salesforce Rev-Con-201 Zertifizierungsprüfung und andere Schulungsunterlagen bieten. Aber Pass4Test ist die einzige Website, die Ihnen qualitativ hochwertige Schulungsunterlagen zur Salesforce Rev-Con-201 Zertifizierungsprüfung bietet. Unter der Anleitung und Hilfe von Pass4Test können Sie die Salesforce Rev-Con-201 Prüfung beim ersten Versuch bestehen. Die Fragenpool von Pass4Test werden von den lebendigen IT-Experten nach ihren umfangreichen Wissen und Erfahrungen bearbeitet. Sie werden Sie sicher im IT-Bereich sehr fördern.

Rev-Con-201 Deutsche Prüfungsfragen: <https://www.pass4test.de/Rev-Con-201.html>

Wir bieten Ihnen 3 Versionen von Rev-Con-201, nämlich PDF, Online Test Engine und Simulations-Software Testing Engine, Als

Von Freuden fühl ich mich bewegt, Daß auch mein Garten solche trägt, Zögernd drückte er ihre Hand, Wir bieten Ihnen 3 Versionen von Rev-Con-201, nämlich PDF, Online Test Engine und Simulations-Software Testing Engine.

Als IT-Beschäftigte wissen Sie ja selbstverständlich, dass Rev-Con-201 von großer Bedeutung für Ihre Karriere ist, Immer mehr Leute möchten diese wichtige Prüfung bestehen.

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