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>> **Salesforce Rev-Con-201 Exam Format** <<

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Salesforce Certified Revenue Cloud Consultant Sample Questions (Q90-Q95):

NEW QUESTION # 90

A sales rep notices that while creating a quote, the Browse Products button isn't visible on the Quote Page Layout. What is the cause of the problem?

- A. The Revenue Cloud Consultant did not assign the Product Configurator permission set to the sales rep.
- **B. The Revenue Cloud Consultant did not assign the Product Discovery User permissions to the sales rep.**
- C. The Revenue Cloud Consultant did not assign the Product Configuration Rules Designer permission set to the sales rep.

Answer: B

Explanation:

The Browse Products functionality is part of the Product Discovery experience in Salesforce Revenue Cloud. For a user to access and utilize this interface during quote creation, they must be assigned the Product Discovery User permission set. This permission set includes the necessary access to Product Discovery components, UI elements, and underlying Apex classes that support the Browse Products button on the quote page.

According to the Salesforce Revenue Cloud Product Discovery documentation, failure to assign this permission set will result in the Browse Products button being hidden or inaccessible, even if the rest of the CPQ package is functional.

Option A refers to the Product Configurator, which enables configuration of bundles and rules, but doesn't control the Browse Products experience.

Option B is related to users who design product configuration rules - not end users like sales reps.

Exact Extracts from Salesforce Revenue Cloud Documents:

* CPQ Implementation Guide - "Enabling Product Discovery": "Users must be assigned the Product Discovery User permission set to access the Browse Products button and use the Product Discovery experience on the quote page."

* Admin Guide - "Setting up Product Discovery for Sales Users": "Add the Product Discovery permission set to ensure visibility of Browse Products and category-based browsing." References:

Salesforce CPQ Implementation Guide

Revenue Cloud Product Discovery Setup Guide

Salesforce Revenue Cloud Admin Permissions Reference

NEW QUESTION # 91

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

Answer: A

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 # 92

A company processes orders. When the orders are activated but not submitted, the company wants the assets to be automatically created.

How should a Revenue Cloud Consultant automatically create assets for all order products?

- **A. Use the Assetize Order flow.**
- B. Use the Activate action on the order.
- C. Use the Submit Order for Fulfillment flow.

Answer: A

Explanation:

Explanation (150-250 words)

In Salesforce Revenue Cloud, assetization is the process of converting order products into active Asset records that track entitlements and subscriptions. When a business requires asset creation upon order activation (before submission for fulfillment), the proper approach is to use the Assetize Order flow.

The Assetize Order flow automatically generates assets for all qualifying order products as soon as the order reaches the Activated status. It can be configured to run automatically through automation or invoked manually as part of an operational process.

The Submit Order for Fulfillment flow (option B) triggers fulfillment operations (e.g., provisioning or shipment) and is not intended for early asset creation. The Activate action alone does not create assets unless combined with the Assetize flow.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Use the Assetize Order flow to automatically create asset records when an order is activated. This process supports early asset creation prior to fulfillment." References:

Salesforce Subscription Management Implementation Guide - Assetize Order Flow Overview
Salesforce Revenue Cloud Data Model - Order to Asset Lifecycle
Salesforce CPQ-Billing Integration Guide - Automation for Asset Creation

NEW QUESTION # 93

A company selling hardware and software needs to implement a 2-day delay for software provisioning after hardware delivery in its order-to-cash process. While configuring the Dynamic Revenue Orchestrator (DRO) plan, the Fulfillment Designer notices the option for adding this delay is not visible on the provisioning task.

What should the Revenue Cloud Consultant enable to add this option for the Fulfillment Designer?

- A. Modify All Data permission in the Fulfillment Designer's profile
- **B. Future-Dated Steps in the DRO settings**
- C. Link Task to Step Source button in the DRO settings

Answer: B

Explanation:

Exact Extracts from Salesforce Subscription Management and Billing Implementation Guides:

* "Dynamic Revenue Orchestration (DRO) allows defining future-dated steps to schedule task execution at a specific offset from a preceding step."

* "Enable 'Future-Dated Steps' in the DRO Settings to allow designers to configure task delays, offsets, or deferred execution logic."

* "Without this setting enabled, step timing options such as date offsets or delays will not appear in the Fulfillment Designer interface." Step-by-Step Reasoning:

* Requirement: Add a 2-day delay between hardware delivery and software provisioning.

* Correct Configuration:

* Enable Future-Dated Steps in DRO settings.

* Once enabled, the "Delay/Offset" options become available for the provisioning task.

* Why A is Correct: Activates the feature for scheduling tasks with day offsets in orchestration plans.

* Why Others Are Incorrect:

* B: Permissions do not control visibility of DRO feature settings.

* C: "Link Task to Step Source" is unrelated to delay configuration; it associates source objects, not timing.

References :

* Salesforce Subscription Management Implementation Guide - Dynamic Revenue Orchestration Settings

* Salesforce Billing Implementation Guide - Fulfillment Task Scheduling and Delays

NEW QUESTION # 94

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. 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.**
- 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. Use the Product2 object to create custom fields and assign page layouts that dynamically control product availability using context definition tags and validation rules.

Answer: A

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 # 95

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