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QUESTIONS & ANSWERS  
**DEMO VERSION**  
*(LIMITED CONTENT)*

# Question 1

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Question Type: MultipleChoice

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

## Options:

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

## Answer:

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B

## Explanation:

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(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."

Salesforce Subscription Management Implementation Guide --- Renewal Process Overview

## Question 2

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Question Type: MultipleChoice

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Universal Containers went live with Revenue Cloud 90 days ago. Since then, the sales team has been using Revenue Cloud to perform all of their business transactions, from New Sales to Renewals. Sales leaders requested the IT team to provide insights into trends like monthly and annual recurring revenue, renewal rates, accounts up for renewal, and the overall financial state of the accounts.

Which out-of-the-box dashboard should the IT team use for these insights?

### Options:

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- A- Order Analytics
- B- Subscription and Revenue Lifecycle Analytics
- C- Pricing Analytics

### Answer:

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B

### Explanation:

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(150--250 words)

Salesforce Revenue Cloud includes Subscription and Revenue Lifecycle Analytics, a prebuilt set of dashboards within Tableau CRM (CRM Analytics) that provides deep insights into recurring revenue, renewals, and customer financial health.

This dashboard tracks key subscription metrics such as Monthly Recurring Revenue (MRR), Annual Recurring Revenue (ARR), churn rate, renewal pipeline, and account revenue contribution. It visualizes performance trends from CPQ, Billing, and Subscription Management data---giving sales and finance leaders a comprehensive view of revenue operations.

Order Analytics (option A) focuses on order line and fulfillment metrics, while Pricing Analytics (option C) analyzes discounting and price rule effectiveness, not recurring revenue performance.

Exact Extract from Salesforce Revenue Cloud Analytics Guide:

"Use the Subscription and Revenue Lifecycle Analytics app to monitor MRR, ARR, renewal performance, and account-level revenue insights across the customer lifecycle."

## Question 3

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Question Type: MultipleChoice

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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?

### Options:

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:

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C

### Explanation:

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(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.

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."

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

## Question 4

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Question Type: MultipleChoice

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After activating an order for a usage-based analytics subscription, a billing specialist wants to confirm that the system has generated the necessary components to support usage tracking, entitlement enforcement, and billing readiness.

Which set of records is created automatically as part of the usage management process?

### Options:

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A- Asset, Entitlement Policy, Wallet

B- Product Consumption Summary, Rate Adjustment Entry, Billing Event

C- Usage Entitlement Account, Usage Entitlement Bucket, Wallet

### Answer:

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C

### Explanation:

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(150--250 words)

When a usage-based subscription is activated in Salesforce Billing or Subscription Management, the system automatically generates a hierarchy of records that support usage tracking, entitlement

enforcement, and billing readiness.

These include:

Usage Entitlement Account (UEA): Identifies the customer's entitlement context for usage collection.

Usage Entitlement Bucket (UEB): Stores individual usage events or quantities accumulated for a given period and product.

Wallet: Tracks prepaid balances or usage credits and integrates with rating and billing to manage consumption and renewals.

This structure ensures all usage data is captured, rated, and invoiced accurately according to entitlements.

Option A represents general asset and entitlement records but not specific usage entities. Option B lists derived financial records, not the foundational usage structures.

Exact Extract from Salesforce Billing Implementation Guide:

"Upon activation of a usage-based order product, Salesforce Billing creates a Usage Entitlement Account, Usage Entitlement Bucket, and Wallet to support usage capture, entitlement enforcement, and billing integration."

[Salesforce Billing Implementation Guide --- Usage Management Overview](#)

[Salesforce Revenue Cloud Data Model --- Usage Entitlement Entities](#)

[Salesforce Subscription Management Implementation Guide --- Wallet and Usage Tracking](#)

## Question 5

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**Question Type:** MultipleChoice

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A consultant is tasked to create an advanced decision table that will provide a discount % as output based on the following scenario.

The discount is eligible for Partner accounts where they have products ordered in quantities greater than 100, or if customers order an accessory in quantities greater than 100.

Conditions:

Account Source = Partner

Ordered Quantity > 100

Product Category = Accessory

While defining the conditions during the creation of a decision table, how should the consultant

configure the table to satisfy the conditions above?

### Options:

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A- Condition Type = Custom Logic & Custom Logic = (1 OR 2) AND (2 AND 3)

B- Condition Type = Custom Logic & Custom Logic = (1 AND 2) OR (2 AND 3)

C- Condition Type = All conditions are met (AND) & Custom Logic = 1 AND 2 AND 3

### Answer:

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B

### Explanation:

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(150--250 words)

The scenario describes two possible discount triggers:

Condition 1: Partner accounts with orders above 100 units (1 AND 2)

Condition 2: Customers ordering accessories above 100 units (2 AND 3)

To model this in a decision table, the consultant should choose Condition Type = Custom Logic and define the logical expression as (1 AND 2) OR (2 AND 3). This expression ensures the decision table returns a discount whenever either condition group is met.

Option A incorrectly mixes unrelated logical paths and would not isolate the two valid scenarios. Option C would require all three conditions to be true simultaneously, which contradicts the "or" requirement.

Exact Extract from Salesforce Pricing and Decision Framework Guide:

"When multiple conditional paths can trigger an output, use Custom Logic and define a Boolean expression such as (1 AND 2) OR (2 AND 3). The decision table evaluates true if any path meets the condition."

Salesforce Revenue Cloud Pricing Implementation Guide --- Decision Table Conditions and Custom Logic

Salesforce CPQ Advanced Rules Framework --- Custom Logic Syntax

Salesforce Pricing Engine Developer Guide --- Conditional Evaluation Behavior

# Question 6

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Question Type: MultipleChoice

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An IT service provider purchased Revenue Cloud. Currently, the provider needs to mark its Super Duper Product as an automatically renewable product with no manual interaction from users.

How should a Revenue Cloud Consultant handle this requirement?

## Options:

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- A- Select the Auto Renew checkbox on the product selling model.
- B- Select the Auto Renew checkbox on the Asset object.
- C- Select the Auto Renew checkbox on the Product2 object.

## Answer:

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C

## Explanation:

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(150--250 words)

In Salesforce CPQ and Subscription Management, automatic renewal behavior is driven at the product level via the Auto Renew field on the Product2 record. When this checkbox is selected, any subscription created for that product automatically inherits the renewal behavior --- meaning that the system will create renewal opportunities, quotes, or contracts automatically without user intervention.

The Auto Renew setting on Product2 defines renewal eligibility for all subscriptions derived from that product, ensuring consistent automation across all customers and contracts.

The Asset object does not directly control renewal logic; instead, it reflects renewal status after processing. The Product Selling Model defines how products are sold (one-time, recurring, usage-based), but renewal logic is still determined by the Product2-level Auto Renew setting.

Exact Extract from Salesforce Subscription Management Guide:

"To enable automatic subscription renewal without user action, select the Auto Renew checkbox on the Product2 record. Subscriptions created from this product will automatically renew upon term completion."

Salesforce Subscription Management Implementation Guide --- Auto-Renewal Configuration

Salesforce CPQ Implementation Guide --- Subscription Product and Renewal Behavior

Salesforce Revenue Cloud Data Model --- Product2 and Subscription Relationship

# Question 7

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Question Type: MultipleChoice

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Universal Containers sells customizable laptops. A fulfillment designer needs to ensure that selected specifications (for example, RAM, SSD) from the commercial laptop product are correctly transferred to its technical product components during decomposition for accurate fulfillment.

Which mechanism should the fulfillment designer use to transfer the technical product components?

## Options:

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- A- Quote Line Mapping
- B- Field & Attributes Mapping
- C- Decomposition Execution Rules

## Answer:

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B

## Explanation:

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(150--250 words)

In Salesforce Revenue Cloud, Field & Attribute Mapping is the mechanism used to transfer key data (such as specifications, attribute values, or configuration selections) from commercial products to their corresponding technical product components during fulfillment decomposition.

During decomposition, a commercial bundle is broken down into its technical components to support downstream fulfillment or provisioning systems. Field & Attribute Mapping ensures that configuration data --- such as "RAM = 16 GB" or "SSD = 512 GB" --- flows correctly from the quote or commercial item to each technical item, maintaining accuracy across the order-to-fulfillment process.

While Decomposition Execution Rules determine when or how decomposition runs, the Field & Attribute Mapping defines what data is transferred. Quote Line Mapping applies earlier, between quoting and ordering stages, not during fulfillment decomposition.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Use Field and Attribute Mapping to transfer configuration and specification data from commercial products to their corresponding technical product components during decomposition."

Salesforce Subscription Management Implementation Guide --- Decomposition Framework and Data Mapping

## Question 8

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Question Type: MultipleChoice

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A Revenue Cloud Consultant needs to create a dynamic product bundle where the available options and default selections are determined by the customer's industry, a field stored on the parent Opportunity record.

How should the consultant achieve this?

### Options:

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- A- By using a before-save flow on the Quote object to validate the product selections against the Opportunity's industry field to prevent an invalid configuration from being saved
- B- By creating a Product Configuration Rule that reads the Opportunity's industry field and applies the logic before the configurator UI loads, and ensures that all actions are executed
- C- By defining a context-aware rule using the Constraint Model that references the Opportunity's industry field to enforce product selection or set attribute values

### Answer:

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C

### Explanation:

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(150--250 words)

In Salesforce Revenue Cloud, when product bundle behavior must change dynamically based on contextual data (e.g., Opportunity or Account fields), the correct approach is to use context-aware Constraint Models. Constraint Models can reference context attributes, such as the Industry field from the parent Opportunity, to dynamically control which product options are available or preselected during bundle configuration.

This approach ensures the configurator UI loads with the correct options and default selections without additional automation or UI components. The logic resides in the Constraint Model, which can define inclusion, exclusion, or recommendation rules that evaluate the context in real time.

Flows or configuration rules (like option B) don't have direct access to Opportunity context within the configurator session; Constraint Models are specifically designed for contextual, attribute-driven logic.

Exact Extract from Salesforce CPQ Implementation Guide:

"Constraint Models can reference contextual data from related records such as Opportunity, Account, or Quote to drive dynamic product configuration behavior."

Salesforce CPQ Implementation Guide --- Constraint Models and Context Awareness

Salesforce Revenue Cloud Developer Guide --- Contextual Attributes in Product Configuration

Salesforce CPQ Best Practices --- Dynamic Bundling Based on Context Data

## Question 9

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Question Type: MultipleChoice

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A Global System Integrator (GSI) provides consulting services by offering a variety of roles and skills based on the needs of the customers. The GSI has a global workforce of 30,000 consultants with expertise in many different technologies.

Currently, the GSI uses standard Salesforce functionality to quote using Opportunities, Quotes, and Pricebooks. As its consultants have so many different roles and skills, it maintains a large product catalog with upward of a million SKUs. A new product is created each time a new skill is added.

How should the GSI use Revenue Cloud to solve its SKU proliferation issue?

### Options:

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- A- Use Product Category to rationalize the product catalog.
- B- Use Product Attributes to rationalize the product catalog.
- C- Use Product Classification to rationalize the product catalog.

### Answer:

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B

### Explanation:

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(150--250 words)

In Salesforce Revenue Cloud, Product Attributes allow administrators to create dynamic, parameter-driven product definitions---removing the need for separate SKUs for every possible variation. Instead of defining millions of products (e.g., each skill as a unique product), organizations can create a single configurable product with attributes like skill type, level, region, or technology.

Attributes are defined through Product Attribute Sets and linked to one or more products, enabling sales reps to select attribute values during configuration or quoting. This approach drastically reduces

catalog complexity, improves quote performance, and provides flexibility for price rules, approvals, and product logic.

By contrast, Product Categories and Product Classifications are for grouping, filtering, or reporting purposes, not for modeling variation.

Exact Extract from Salesforce CPQ Implementation Guide:

"Use Product Attributes to define product variations without creating multiple SKUs. Attributes allow a single product record to represent many configurations."

Salesforce CPQ Implementation Guide --- Product Attributes and Attribute Sets

Salesforce Revenue Cloud Catalog Management Guide --- Reducing SKU Proliferation Using Attributes

Salesforce Revenue Cloud Solution Architect Handbook --- Dynamic Catalog Design for Large Enterprises

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