



Salesforce

Rev-Con-201 Exam

Salesforce Certified Revenue Cloud Consultant

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Question 1. (Single Select)

A Revenue Cloud Consultant needs to display a list of products to be shown in the browse phase of a guided selling journey. Which Product Catalog Management business API should the consultant use to retrieve a list of products that belong to a specific catalog?

A: Products List (GET)

B: Product Related Records List (POST)

C: Products List (POST)

Correct Answer: C

Explanation:

The Products List (POST) API is the correct choice for retrieving a list of products belonging to a specific catalog during the browse phase of guided selling in Revenue Cloud. This API endpoint is specifically designed as a composite API for Product Discovery and provides comprehensive filtering capabilities.

According to the Revenue Cloud Developer Guide, the Products List (POST) resource is located at `/connect/cpq/products` and accepts POST requests with a JSON body. This API allows consultants to specify multiple parameters including `catalogId`, `categoryId`, `priceBookId`, `productClassificationId`, and various filtering criteria. The POST method is preferred over GET because it can handle complex request bodies with multiple filter criteria, user context information, and qualification/pricing procedures.

The API supports essential Product Discovery features such as `enableQualification` and `enablePricing` flags, which are critical during the browse phase. It can also include `contextDefinition` and `contextMapping` parameters to ensure proper data flow during guided selling. The Products List (POST) returns a paginated list of products with complete details including pricing information, qualification status, and catalog associations.

Option A (Products List GET) does not exist as a standard Product Catalog Management business API. Option B (Product Related Records List POST) is used for retrieving related records like `ProductRampSegment` or `ProductUsageGrant`, not for product lists. The Products List (POST) API is explicitly documented in the Product Discovery Business APIs section of the Revenue Cloud Developer Guide for browsing and discovering products during the sales transaction process.

Question 2. (Single Select)

In the new fiscal year, the pricing team has released updated prices for all of its products. A sales rep had an agreement with one of their customers stating that as soon as new prices are released, the original prices would need to be refreshed, as they had been given a heavy discount on their original deal. The sales rep will need to ensure that there is no service disruption to the customer during the price updating process. How should the sales rep configure the deal to pull the updated prices for this customer's assets?

A: Amend the original asset, negate the original quantity, re-add the product with the same quantity, and go through the Quote to Order process.

B: Amend the original asset, leave the original quantity, reprice the quote, and go through the Quote to Order process.

C: Change the end date of the Asset, re-add the product with the same quantity, and go through the Quote to Order process.

Correct Answer: B

Explanation:

The correct approach to refresh prices for existing assets without service disruption is to amend the original asset, leave the original quantity unchanged, and use the reprice functionality. This method ensures continuity while updating pricing terms.

When amending an asset in Revenue Cloud, the amendment flow allows sales reps to create an amendment quote reflecting the desired changes. The amendment quote inherits the asset's current configuration while allowing price adjustments. By leaving the quantity unchanged but repricing the quote, the system applies the new pricing without requiring the customer to purchase additional units or experience a service gap.

After repricing the amendment quote with the updated prices, the sales rep creates and activates an order from the quote. Upon order activation, the system processes the amendment by creating new Asset Actions that update the asset's financial terms while maintaining the customer's existing subscription. This approach preserves service continuity because the asset never goes inactive; it simply gets updated with the new pricing terms effective from the amendment start date.

Option A (negate quantity and re-add) would create unnecessary complexity and could cause momentary service gaps as the original quantity goes to zero before re-adding. This approach is

inefficient for simple price updates. Option C (changing end date and re-adding) similarly creates duplication and potential service disruption. The reprice amendment approach, per the Amendment Creation process documented in Revenue Cloud, is the streamlined method that updates pricing while maintaining uninterrupted customer service.

Question 3. (Single Select)

A product manager is creating a bundle in Product Catalog Management and would like to limit the component quantity to three on specific components. How should the product manager achieve this outcome?

A: Set the maximum number of components on the Group Cardinality to three.

B: Set the maximum quantity to three on the Product Record of each of the desired components.

C: Set the maximum quantity field on the Local Cardinality of the desired component product to three.

Correct Answer: C

Explanation:

Local Cardinality is the correct Revenue Cloud feature for limiting component quantities within a bundle. According to Salesforce Help documentation on "Manage Local Cardinality," local cardinality defines the default, minimum, and maximum quantity of a product component that is permissible in a product bundle.

When a product manager edits the local cardinality of a component within a bundled product, they can set the Max Quantity field to three. This setting restricts customers to ordering a maximum of three units of that specific component when configuring the bundle. The local cardinality settings are configured at the Structure tab of the bundled product, accessible from the Product Catalog Management app.

The local cardinality feature includes several configurable fields: Require this component, Include component by default, Allow quantity changes, Min Quantity, Max Quantity, Quantity Scaling Method, and Price Includes Component. The Max Quantity field specifically controls the upper limit for that component's quantity. This applies to individual product components, enabling granular control over bundled product configurations.

Option A refers to Group Cardinality, which sets limits on a group of products rather than individual components. Option B about modifying the Product Record is incorrect; quantity limits cannot be set at the product level directly for bundle purposes. Local Cardinality is the dedicated feature in Revenue Cloud Product Catalog Management for setting component-specific quantity constraints within bundles.

Question 4. (Single Select)

A pricing administrator needs to set up pricing so that a calculated discount is spread evenly across all line items in a quote or order. How should the pricing administrator set up the pricing correctly?

A: Add and configure the Formula Based Pricing element with a formula to add an ItemTotalPrice context tag.

B: Add and configure the Aggregate Price element with a SUM function to add discounts for all lines.

C: Add and configure the Discount Distribution Service element as the last step of pricing procedure.

Correct Answer: C

Explanation:

The Discount Distribution Service (DDS) element is the correct pricing element for spreading calculated discounts evenly across quote or order line items. According to Revenue Cloud Pricing documentation, the Discount Distribution Service element allows administrators to apply discounts at the quote header level and automatically distribute those discounts across eligible line items.

The Discount Distribution Service supports multiple distribution methods: equal distribution (where the discount is divided equally across all lines) and proportional distribution (where the discount is allocated based on line item values). It accepts various discount types including dollar amounts, percentages, and target overrides. The element also supports enforcement of minimum unit prices and tracks remaining discount amounts that couldn't be applied due to price floor constraints.

Critically, the DDS element must be positioned as the LAST element in the pricing procedure.

This placement ensures that all other pricing calculations are completed before discount distribution occurs. The element configuration requires mapping input variables (header and line item fields including discount type, discount value, distribution logic, and line item pricing) and output variables (resulting discount values, net unit prices, and remainder amounts).

Option A (Formula Based Pricing) is used for custom price calculations but not specifically for discount distribution. Option B (Aggregate Price with SUM) aggregates values but doesn't provide the specialized discount distribution logic and controls that DDS provides. Only the Discount Distribution Service element provides the declarative, out-of-the-box capability to spread calculated discounts evenly across multiple line items.

Question 5. (Single Select)

A Revenue Cloud Consultant needs to run a report on the attribute runtime values when an order is activated and asset records are created. On which objects should the consultant base the report?

- A: Asset State Periods and Asset State Period Attributes
- B: Asset State Periods and Order Product Attribute
- C: Asset Action Source and Product Attribute Definition

Correct Answer: A

Explanation:

Asset State Periods and Asset State Period Attributes are the correct objects for reporting on attribute runtime values at the time of asset creation. According to the Revenue Cloud Developer Guide, `AssetStatePeriodAttribute` represents a virtual object that holds key-value pairs of asset attributes in a specified asset state period.

When an order is activated, Revenue Cloud automatically creates assets from the order products. Along with asset creation, the system generates an initial Asset State Period representing the timespan when the asset has specific quantity, amount, and monthly recurring revenue (MRR) values. Critically, all product attributes configured during quoting are stored as Asset State Period Attributes, creating a permanent record of the exact attribute values at the time of asset creation.

Asset State Period Attributes is a child object of Asset State Period and is available in API version 60.0 and later. The AssetStatePeriodAttribute object stores the AttributeName, AttributeValue, and AttributePicklistValueId for each configured attribute. This relationship allows consultants to query attributes at their point of asset creation and track attribute runtime values across the asset's lifecycle. The Asset State Period object itself contains metadata about when the attribute values were active.

Option B conflates different object types; Order Product Attribute stores attributes on orders, not on assets. Option C (Asset Action Source and Product Attribute Definition) provides historical and definition-level information but not the actual runtime attribute values stored when assets are created. Asset State Period Attributes specifically captures the attribute state at asset creation time.



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