Free Salesforce Rev-Con-201 Practice Questions

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Question 1

Question Type: MultipleChoice

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:

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

Answer:

B

Explanation:

(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.''

Salesforce Revenue Cloud Analytics Implementation Guide --- Subscription and Revenue

Lifecycle Analytics Overview

Salesforce Revenue Cloud Solution Architect Handbook --- KPIs for Recurring Revenue and Renewal Health

Tableau CRM for Revenue Cloud --- Prebuilt Dashboards and Dataflows

Question 2

Question Type: MultipleChoice

A critical manual review step in the order fulfillment process is designed to take up to 60 minutes. The company configures the system to trigger an alert if the task is not completed 15 minutes before its scheduled end.

Based on this scenario, which key parameters were configured in the Dynamic Revenue Orchestrator (DRO) system to manage this SLA?

Options:

A- Completion Deadline and Warning Interval
B- Task Priority and Escalation Rule
C- Estimated Duration and Jeopardy Threshold

Answer:

C

Explanation:

Comprehensive and Detailed From Exact Extract:

In DRO, SLA and jeopardy management are typically driven by:

Estimated Duration -- how long a task is expected to take (e.g., 60 minutes).

Jeopardy Threshold -- when a task is considered at risk (e.g., 15 minutes before due time).

These parameters enable jeopardy alerts and proactive management before SLA breaches.

Completion Deadline / Warning Interval (A) and Task Priority / Escalation Rule (B) are more generic concepts and not the named DRO configuration parameters for this specific SLA pattern.

Dynamic Revenue Orchestrator Guide -- Jeopardy Management, Estimated Duration, and Thresholds

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Question 3

Question Type: MultipleChoice

A sales rep needs to renew multiple assets. Some assets can be renewed at the same prices and do not require negotiation, so the rep can directly create a renewal order. Other assets need higher prices and require a quote for negotiation. When the sales rep starts the renewal process, they cannot choose whether to create a quote or an order.

How should a Revenue Cloud Consultant address this issue?

Options:

A- Change the Revenue Cloud settings to allow renewal quote and order creation.
B- Override the standard Salesforce flow to allow renewal quote and order creation.
C- Customize the Manage Asset component to allow renewal quote and order creation.

Answer:

A

Explanation:

Comprehensive and Detailed From Exact Extract:

Revenue Cloud Renewal Management includes settings that control whether renewals create:

A renewal quote,

A renewal order,

Or allow the user to choose between the two.

The recommended approach is to configure Revenue Cloud / Renewal Settings appropriately so users can pick the desired path during renewal. Overriding flows (B) or customizing managed components (C) is not the recommended or supported first step.

Revenue Lifecycle Management Implementation Guide -- Renewal Configuration and Settings

Asset-Based Renewals Documentation -- Controlling Quote vs Order Creation

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Question 4

Question Type: MultipleChoice

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox.

What is the correct sequence of activities required for this deployment?

Options:

A- Deploy the decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Import the data for the decision table, then refresh the decision table.
B- Deploy the custom object and decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Import the data for the custom object, then sync Pricing.
C- Deploy the custom object and decision table into the staging sandbox.
Map the decision table in the default pricing recipe.
Refresh the decision table or sync Pricing.

Answer:

C

Explanation:

(150--250 words)

A Decision Table in Salesforce CPQ and Revenue Cloud Pricing is used to evaluate business rules and return outputs such as discounts, rates, or pricing logic. When deploying to a sandbox, both the Decision Table definition and any related custom objects that store rule inputs/outputs must first exist in the target environment.

The correct deployment sequence is:

Deploy the custom object and decision table metadata to the staging sandbox (ensuring structural consistency).

Map the decision table into the default pricing recipe, allowing it to integrate with the pricing engine for evaluations.

Refresh or sync Pricing, which updates the pricing engine and ensures all decision table logic and data are active and aligned with the current recipe configuration.

Importing data is optional if the data already exists in the source metadata; however, syncing pricing ensures that the engine recognizes the new logic.

Exact Extract from Salesforce Pricing and Decision Framework Guide:

''After deploying a Decision Table and its supporting custom objects, map it to the pricing recipe and refresh or sync pricing to activate the latest logic within the pricing engine.''

Salesforce Revenue Cloud Pricing Implementation Guide --- Decision Table Deployment Steps

Salesforce CPQ Advanced Rules Framework --- Decision Table and Recipe Mapping

Salesforce Revenue Cloud Deployment Best Practices --- Pricing Engine Synchronization

Question 5

Question Type: MultipleChoice

When activating an order with a contract attached, the Revenue Cloud sales rep notices that the contract does not show any related assets.

What caused this to happen?

Options:

A- The Asset Contract Relationship toggle is not active in Setup Revenue Settings Automatically create Asset Contract Relationship.
B- The sales rep did not manually create the Asset Contract Relationship records in order for the Contract to be linked to the Assets.
C- The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.

Answer:

A

Explanation:

Comprehensive and Detailed From Exact Extract:

In Salesforce Revenue Lifecycle Management / Revenue Cloud, assets are not directly related to contracts with a simple lookup. Instead, Salesforce uses a junction object called Asset Contract Relationship to connect Assets and Contracts. When an order is activated and creates assets, the platform can automatically create these junction records if the appropriate setting is enabled.

In Revenue Settings, there is an option similar to:

Automatically create Asset Contract Relationship

When enabled, Revenue Lifecycle Management automatically creates Asset Contract Relationship records between assets and contracts when orders are activated and related contracts exist.

If this toggle is not active, the order can still create Asset records, and the Contract can still be created or updated, but no Asset Contract Relationship records are created automatically. As a result, when the sales rep opens the contract and looks at its related lists, they don't see any assets, because the system never created the relationship records that link the assets to that contract.

Why the other options are incorrect:

Option B (manual creation required)

Salesforce Revenue Cloud is explicitly designed to handle this relationship automatically when the setting is enabled. The documentation describes the process as system-driven configuration using the ''Automatically create Asset Contract Relationship'' setting, not something a sales rep normally creates manually. Manual creation might be technically possible, but it is not required if the feature is configured correctly.

Option C (missing 'Revenue Lifecycle Management record' on the Contract)

A standard Contract in Revenue Cloud / Revenue Lifecycle Management is the main business record itself. There isn't a separate ''Revenue Lifecycle Management record'' that must be attached in order for Asset Contract Relationship records to be created. The behavior is governed by the Revenue Settings toggle, not by an additional record type or link as described in this option.

Because the contract is not showing the assets after order activation, the most accurate cause---per the documented behavior in the Revenue Lifecycle / Asset-Contract relationship setup---is that the automatic creation of Asset Contract Relationship records is not enabled, which is exactly what Option A states.

Reference (Salesforce Revenue Cloud documentation / study materials):

Salesforce Revenue Lifecycle Management / Revenue Cloud: Revenue Settings -- Asset Contract Relationship (Automatically create Asset Contract Relationship)

Salesforce Revenue Cloud / Revenue Lifecycle Management Implementation Guide: Asset Management and Contract Relationships

Salesforce Help: Concepts for Assets, Contracts, and Asset Contract Relationship in Revenue Cloud

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Question 6

Question Type: MultipleChoice

A new order is created with these details:

The account has a default Billing Profile with a billing address in San Francisco.

An order is created associated with this account with a billing address in New York.

The order has a billing account attached with a billing address in Chicago.

When billing processes the order, which city will be used?

Options:

A- New York
B- Chicago
C- San Francisco

Answer:

B

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

''When generating invoices, Salesforce Billing uses the billing account attached to the order as the billing entity.''

''If a billing account is specified on the order, its details (including Billing Address) take precedence over the order or account-level billing information.''

''If no billing account is provided, the system falls back to the order's billing fields, and then to the account's default billing profile.''

Step-by-Step Reasoning:

Hierarchy for billing address resolution:

Billing Account (highest) Order Billing Address Account Billing Profile (lowest).

In this case:

Billing Account (Chicago) exists and overrides all others.

Why B is Correct:

The billing process will use Chicago, because the billing account attached to the order dictates the billing details.

Salesforce Billing Implementation Guide --- Billing Account Hierarchy and Invoice Address Resolution

Salesforce Subscription Management Implementation Guide --- Order Billing Account Logic

Question 7

Question Type: MultipleChoice

A product designer created a new simple product and ensured that the product is active, has a product selling model, has a price book entry, and has a category. Few other settings are enabled in the organization's setup: Advanced Configuration Rules and Constraints, Use Indexed Data for Product Listing and Search, Guided Product Selection, and Ramp Deals.

The new product is not appearing in Browse Catalog.

Which step did the product designer miss?

Options:

A- Rebuild Constraint Model.
B- Rebuild Ramp Segment.
C- Rebuild Index.

Answer:

C

Explanation:

Exact Extracts from Salesforce CPQ & Subscription Management Documentation:

''When using Indexed Data for Product Listing and Search, Salesforce Revenue Cloud maintains an index of active products used in Browse Catalog.''

''After creating or modifying products, administrators must run Rebuild Index to include new or updated products in catalog search results.''

''Constraint Models and Ramp Segments are independent configurations and do not control catalog visibility.''

Step-by-Step Reasoning:

Symptom: New product not visible in catalog search despite being active and correctly configured.

Cause: Index not rebuilt --- product not yet included in catalog index table.

Solution: Run Rebuild Index from Product Discovery or Catalog Management settings.

Why C is Correct: Required for systems using Indexed Data for catalog browsing.

Why Others Are Incorrect:

A: Constraint Models affect configuration, not catalog visibility.

B: Ramp Segments relate to multi-period pricing, not catalog indexing.

Salesforce CPQ Implementation Guide --- Product Discovery and Indexed Data Search

Salesforce Subscription Management Implementation Guide --- Catalog Indexing and Product Visibility Maintenance

Question 8

Question Type: MultipleChoice

A furniture company is selling unassembled furniture with user manuals. The company does not want to show user manuals as a quote line when selling to customers, but it needs to make sure user manuals are included when shipping the unassembled furniture. What is the recommended approach?

Options:

A- Add the user manuals as quote line, but hide them in the Transaction Line Table and proposal document.
B- Add the user manuals as an attribute with a value of Included or Excluded under the unassembled furniture product record.
C- Add the user manuals as a technical product and create associated decomposition rule(s).

Answer:

C

Explanation:

The recommended approach uses technical products with decomposition rules. According to Revenue Cloud fulfillment documentation, technical products are purpose-built for fulfillment and operational processes rather than commercial sale. User manuals in this scenario should be configured as technical products that accompany the commercial unassembled furniture product but are not visible as separate quote lines to customers.

Decomposition rules govern how commercial products (the unassembled furniture) break down into fulfillment components when an order is activated. By creating a technical product called 'User Manual Inclusion' and establishing decomposition rules that link it to the furniture product, the system ensures that when an unassembled furniture order is created and activated, the decomposition process automatically includes the user manual technical product in the fulfillment decomposition.

This approach provides several advantages: customers see only the furniture product in their quote (not the manual as a separate line item), but during order fulfillment, the decomposition rules ensure that user manuals are included in the shipping package. Technical products do not appear in quoting interfaces, so they remain hidden from customer-facing documentation and proposals while still participating in fulfillment operations.

Option A (hiding quote lines) is not recommended because it adds unnecessary complexity to quotes and can cause confusion. Option B (attributes) doesn't support the fulfillment requirement; attributes describe product features, not orchestrate separate fulfillment items. Technical products with decomposition rules is the purpose-built Revenue Cloud mechanism for handling fulfillment-only items that shouldn't appear as commercial line items.

Question 9

Question Type: MultipleChoice

What should business stakeholders and product owners do to ensure a successful discovery and design phase in a Revenue Cloud project?

Options:

A- Review all available APIs on the Revenue Cloud Developer Guide.
B- Review and map customer challenges to Revenue Cloud features.
C- Create a list of key challenges and success metrics for the project.

Answer:

C

Explanation:

Comprehensive and Detailed From Exact Extract:

Revenue Cloud project methodology emphasizes that early stages (discovery and design) must:

Identify key business challenges clearly.

Define measurable success metrics and outcomes (for example, quote cycle time reduction, billing accuracy, etc.).

While mapping challenges to features (B) is important, it comes after stakeholders align on what problems they are solving and how success will be measured. Reviewing APIs (A) is a technical task, not the primary responsibility of business stakeholders.

Revenue Cloud Implementation Guide -- Discovery & Design Best Practices

Salesforce Project Methodology -- Success Metrics and Stakeholder Alignment

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