Salesforce

Rev-Con-201

Salesforce Certified Revenue Cloud Consultant

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Question: 1

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)

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.
Reference: Revenue Cloud Developer Guide - Product Discovery Business APIs, Product Catalog Management Business APIs section

Question: 2

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals. Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

A. Asset, Asset Action, Asset State Period, Asset Action Source
B. Asset, Subscription, Subscribed Asset, Order
C. Quote, Quote Line, Order, Order Product

Answer: A

Explanation:
For migrating an install base to Revenue Cloud with focus on Amendments and Renewals, the correct objects are Asset, Asset Action, Asset State Period, and Asset Action Source. These objects form the foundation of Revenue Cloud's Asset Lifecycle Management, which is essential for tracking customer subscriptions and enabling amendment and renewal processes.
The Asset object represents products or services that customers have purchased and own. It contains critical information about what the customer has, including quantity, pricing, and contract relationships.
The Asset Action object tracks all changes made to assets throughout their lifecycle, including new purchases, amendments, renewals, and cancellations. Each asset action creates a historical record of modifications.
Asset State Period is crucial as it represents time spans when an asset has the same quantity, amount, and monthly recurring revenue (MRR). According to the Revenue Cloud Developer Guide, "An asset has as many asset state periods as there are changes to it (asset actions) during its lifecycle." This object is essential for accurate revenue recognition and reporting.
Asset Action Source links back to the originating transaction (Quote or Order) that created or modified the asset, maintaining data lineage. This traceability is vital for amendments and renewals, as Revenue Cloud needs to understand the complete history of each asset.
Option B includes legacy CPQ objects (Subscription, Subscribed Asset) that are not part of Revenue Cloud's asset management model. Option C focuses on transactional objects rather than asset tracking.
The Asset Lifecycle Management objects in Option A are specifically designed to support the amendment and renewal workflows that are critical to the customer's business requirements.
Reference: Revenue Cloud Developer Guide - Asset Lifecycle Standard Objects, AssetStatePeriod object documentation, Asset Lifecycle Management

Question: 3

Universal Containers is expanding into French- and German-speaking regions. The team wants to ensure that product names and descriptions appear in the correct language when customers browse the catalog via APIs. Which configuration is required to support this multilingual API response?

A. Use data translation via Translation Workbench to modify the metadata API and Product List API
B. Provide data translations using standard Salesforce Product2 APIs and Product Details API
C. Enable data translation and provide values via the Product List API and Product Details API

Answer: C

Explanation:
To support multilingual product catalog data through APIs in Revenue Cloud, the correct approach is to enable data translation and provide translated values that become available via the Product List API and Product Details API. This is a data translation feature specific to Product Catalog Management, distinct from metadata translation.
According to Salesforce Help documentation for Product Catalog Management, administrators must first enable data translation and add supported languages. Once enabled, they can provide translations for Product Name, Product Description, and Help Text fields. Critically, "The translated data for Product Name, Product Description, and Help Text fields is available via the Product List API, Product Details API, and Bulk Product Details API."
This data translation capability operates at the data level, not the metadata level. Translation Workbench is used for translating user interface elements and metadata, but for product catalog data consumed by APIs, the Product Catalog Management data translation feature is the correct approach. The system stores translated values and returns them based on the user's language context when API calls are made.
Option A incorrectly suggests using Translation Workbench to modify APIs, which is not the correct mechanism. Option B mentions standard Product2 APIs without the data translation enablement step.
The proper sequence requires enabling data translation in Product Catalog Management settings, providing translated values for products and categories, and then accessing this data through the Product List API and Product Details API, which automatically return content in the appropriate language based on request context.
Reference: Salesforce Help - Set Up Data Translation in Product Catalog Management, Product Catalog Management Data Translation documentation

Question: 4

What should a consultant use to create Renewal Opportunities and Quotes/Orders out of the box?

A. Revenue Cloud Subscription Settings
B. Renewal Flow Templates
C. Managed Apex classes

Answer: B

Explanation:
Renewal Flow Templates are the out-of-the-box solution for creating Renewal Opportunities and

Quotes/Orders in Revenue Cloud. Salesforce provides prebuilt flow templates specifically designed to automate the renewal process without requiring custom development.
According to Salesforce Help documentation on Flow Templates for Renewal Automation, Revenue Cloud includes the "Create and Update Renewal Opportunities" flow template. This template automatically creates renewal opportunities for forecasting purposes when assets are created, and keeps them synchronized when customers amend or cancel subscriptions. The flow template is triggered by platform events and uses standard Revenue Cloud invocable actions.
The renewal flow templates utilize the InitiateRenewal invocable action, which is a standard out-of-thebox Apex action provided by Salesforce. This action can create either renewal quotes or renewal orders based on specified parameters, and it properly links these transactions to renewal opportunities for accurate forecasting. The flow templates handle the complexity of tracking asset end dates, calculating renewal amounts, and maintaining synchronization between assets and renewal opportunities.
Option A (Revenue Cloud Subscription Settings) is a configuration area but does not directly create renewal opportunities or quotes. Option C (Managed Apex classes) would require custom development and is not the out-of-the-box approach. The Renewal Flow Templates provide a declarative, point-andclick solution that administrators can activate and customize using Flow Builder, making them the correct out-of-the-box tool for automating renewal opportunity and quote creation in Revenue Cloud.
Reference: Salesforce Help - Flow Templates to Automate Renewal Opportunity Creation and Asset Renewal, Summer '25 Release Notes for Revenue Cloud

Question: 5

A sales user is trying to add products to a Quote using Product Discovery via Browse Catalog in Revenue Cloud. However, they are unable to see the products they are looking to add. What is the reason for this issue?

A. The products are not associated with an active price book entry that belongs to the price book selected on the Quote
B. The sales user profile does not have the "View All" on Product2 object permission, allowing users to have access to all the Products
C. The Product Discovery component on the Quote Layout is misconfigured or hidden and unable to be accessed on Lightning page

Answer: A

Explanation:
The most common reason products do not appear in Browse Catalog is that they lack an active price book entry in the price book associated with the quote. This is a fundamental requirement for product visibility in Revenue Cloud's Product Discovery process.
Product visibility in Browse Catalog depends on multiple configuration factors, but the price book entry is critical. According to Revenue Cloud troubleshooting documentation, products must have an active price book entry within the specific price book selected on the quote or order. Without this price book entry, even if the product exists and is active, it will not appear in the catalog browse experience.

When a quote is created, it is associated with a specific price book. The Product Discovery process filters products based on this price book association, showing only products that have entries in that particular price book. This ensures that sales users only see products they can actually sell at valid prices.
Additionally, the price book entry must be active; inactive entries will not make products visible. While Option B regarding permissions could affect product visibility in some scenarios, it is not the primary reason for products not appearing in Browse Catalog. The "View All" permission relates to record-level access rather than Product Discovery functionality. Option C about component configuration would prevent access to Browse Catalog entirely, not just hide specific products. The absence of a valid, active price book entry in the quote's associated price book is the most direct and common cause of products not appearing during the browse phase.
Reference: Revenue Cloud Implementation Guide - Product Discovery Configuration, Salesforce Help - Products Not Showing in Browse Catalog troubleshooting