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Salesforce CPQ and Billing Consultant Accredited Professional Sample

Questions (Q78-Q83):

NEW QUESTION # 78

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Submit a ticket to support when you want your sandbox Updated.
- B. Determine whether your sandbox is on a preview or non preview instance.
- C. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- D. Review status.salesforce.com to determine refresh cutoff for the new release

Answer: B,D

Explanation:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff dates This tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instance This determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrect Option

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

NEW QUESTION # 79

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different Term length
- B. Same product names with different attribute values
- C. Same products with different serial numbers
- D. Same product names commonly found in the same bundle
- E. Same product names with different bulk discount levels

Answer: B,D,E

Explanation:

SKU rationalization reduces catalog complexity and improves CPQ performance by merging duplicate or similar products.

✓ A - Same product names with different attribute values Use Product Options, Attributes, or Configuration Attributes instead of separate SKUs.

✓ C - Same product names with different bulk discount levels Use Discount Schedules instead of duplicating products.

✓ E - Same product names commonly found in the same bundle Use one product with options/rules, rather than multiple redundant SKUs.

Why others are incorrect: Option

Why Wrong

B - Same products with different serial numbers

Serial numbers belong on Assets, not separate products.

D - Same names with different terms

Use Subscription Term or Term picklist, not separate SKUs.

Thus A, C, E is correct.

NEW QUESTION # 80

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.
what should the admin do to resolve this issue?

- A. Recommend CPQ and billing design solutions within proper capabilities
- B. All bundles that have more than 20 product should be split into smaller bundles
- C. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- D. Enable large configurations setting should not be used in such a case.

Answer: C

NEW QUESTION # 81

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. order products
- B. Subscription
- C. entitlements
- D. Contracted Pricing

Answer: D

Explanation:

The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.

In Salesforce CPQ, the object that stores account-specific negotiated prices is:

Contracted Pricing (SBQQ__ContractedPrice__c)

This object overrides standard list prices during quoting based on:

Account

Product

Pricebook

Contract linkage

Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

NEW QUESTION # 82

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Experience in a selling role with quota responsibilities
- B. Being effective at planning, monitoring and reviewing
- C. Having deep knowledge of competitor Products
- D. Excellent Communication Skills both verbal and written
- E. Understanding design pitfalls and Mitigation actions to course correct.

Answer: B,D,E

Explanation:

A partner leading a Revenue Cloud Scoping session requires:

✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.

✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

✓ E - Understanding design pitfalls & mitigation Critical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases
Data migration problems
A good partner surfaces these risks early.
Why the wrong answers are incorrect: Option
Why Incorrect
C - Knowledge of competitor products
Not relevant to scoping Salesforce Revenue Cloud.
D - Experience with quota-carrying sales roles
Helpful but not foundational to scoping complex CPQ + Billing architecture.
Final answer for Q49 = A, B, E

NEW QUESTION # 83

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