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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q85-Q90):

### NEW QUESTION # 85

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. The client's income statements and balance sheet.
- C. The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforceCPQpatchnotes)
- D. Brochures that provided detail to the products and services the client offers
- E. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

**Answer: A,D,E**

Explanation:

Before a scoping session, the consultant should understand:

A - Sample proposals → reveals quoting format, pricing models, product structure.

B - Product brochures → clarifies offerings, catalog categories, bundles.

D - Approval matrix → shows governance controls required in CPQ.

Incorrect:

C Salesforce release notes are irrelevant to understanding customer requirements.  
E Financial statements do not contribute to CPQ/Billing scoping.  
Correct answers: A, B, D.

#### NEW QUESTION # 86

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?  
Choose 3 answers

- A. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- B. The Amendments and Renewals process will be subject to customizations
- C. The creation of external objects will bypass the need for legacy data migration
- D. Large volumes of data take a longer time to load.
- E. Extracting from multiple sources takes additional resources and time to access and process

Answer: A,D,E

#### NEW QUESTION # 87

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.  
Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ Quote Line c.
- B. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.
- C. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.
- D. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.

Answer: B

Explanation:

Universal Containers wants:

ARR\_\_c on Opportunity Line Item (Opportunity Product)

But ARR is currently on SBQQ\_\_QuoteLine\_\_c

They want ARR captured in pipeline reports without adding automation.

Salesforce CPQ Behavior: During Quote → Opportunity sync, CPQ automatically maps fields only if:

The same API name exists on both objects

The field types match

The field-level security is correct

If these conditions are met, CPQ automatically handles field synchronization.

Therefore:

✓ C. Create ARR\_\_c on Opportunity Line Item with matching field configuration. This leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.

Why the other options are incorrect: Option

Why Incorrect

A. Price Rule to copy value

Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.

B. Flow

Extra overhead and maintenance-unnecessary when CPQ already supports native field sync.

D. Cross-object formula

Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.

Thus, C is the only correct and efficient solution.

#### NEW QUESTION # 88

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a

Revenue Cloud Solution?

- A. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.
- **B. Recommend using a single automation type for best Performance.**
- C. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
- D. Recommend the current automations are appropriate, optimize further if necessary.

**Answer: B**

Explanation:

The consultant discovers:

Multiple triggers

Workflows

Flows

Possibly recursion or conflicting automations... on the Opportunity, which is foundational for CPQ.

Salesforce Revenue Cloud Best Practice: Use one automation type (preferably Flow) to avoid conflicts, recursion, performance issues, and unpredictable ordering.

Too many automation types cause issues with:

CPQ Quote Sync

Opportunity → Quote event handling

Performance and CPU limits

Unpredictable execution order

Therefore:

✓ A - Recommend using a single automation type for best performance This aligns with:

Salesforce Well-Architected Framework

Salesforce CPQ implementation guidelines

General platform automation best practices

Why other options are incorrect: Option

Why Not Correct

B

Large Quote Threshold affects calculator performance, not Opportunity automation.

C

Multiple automation types is the problem, not the solution.

D

Accepting the current messy automation is not recommended before CPQ implementation.

Thus A is correct.

## NEW QUESTION # 89

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Subscriptions
- **B. Customer Asset Life Cycle Management (CALM)**
- C. Amendments
- D. Orders
- E. Renewals

**Answer: B**

Explanation:

Requirement:

Provide an aggregated view of current goods and services on a contract.

This refers to consolidating all active entitlements, subscriptions, assets, and amendments.

Salesforce Revenue Cloud feature for this: ✓ E. Customer Asset Lifecycle Management (CALM) CALM provides:

A unified, aggregated view of:

Active assets

Entitlements

Subscriptions

Amendments

Renewed services  
 Tracks lifecycle changes from:  
 Orders  
 Amendments  
 Cancellations  
 Upgrades  
 Represents the source of truth for what the customer owns today.  
 Why not the others? Option  
 Why Incorrect  
 A . Amendments  
 These modify contracts but do NOT aggregate current products.  
 B . Orders  
 Represent transactions, not current state.  
 C . Subscriptions  
 Only subscription items, not full lifecycle items or non-subscription goods.  
 D . Renewals  
 Only track renewal processes, not aggregated state.  
 Only CALM provides an aggregated, contract-aligned view of all customer entitlements.

## NEW QUESTION # 90

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