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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q93-Q98):

NEW QUESTION # 93

A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Allocate the payment to an invoice on account B
- B. Allocate the payment if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B
- C. Set the payment status to canceled and create a new payment on account B.

Answer: B

Explanation:
Scenario:
A payment is posted on the wrong Account
It must be applied to an invoice on a different Account
Payment is already posted
Salesforce Billing rules:
A posted payment cannot be reparented
A payment allocated to an invoice cannot simply be moved
Correct process is:
✔ B - If allocated, create a refund, then create a new payment on the correct accountDetailed steps:
Reverse (refund) the incorrect payment
Create a new payment on the correct account
Allocate that payment to the correct invoice
This ensures:
Proper audit trail
Compliance with financial controls
Correct ledger entries
Why the other options are wrongOption
Why Incorrect
A . Allocate payment to Account B invoice
Not allowed: payment is tied to Account A.
C . Reparent payment to Account B
Posted payments cannot be reparented.
D . Cancel the payment
Cancelling alone does not reverse ledger impact; refund process is required.
Thus B is correct.

NEW QUESTION # 94
Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- B. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- C. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ Package setting for "Large Quote Experience"

Answer: A

Explanation:
When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.
Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.
The Salesforce documentation states:
Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.
It is not set arbitrarily; it must be based on empirical volume testing results.
This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.

Therefore, option D is the correct implementation.

NEW QUESTION # 95

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 pipelinereports.
Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object.Which is the most efficient solution.

- A. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.
- B. 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.
- C. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.
- D. 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.

Answer: C

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 configurationThis 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 # 96

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers.
What should be included in the design of this solution?

- A. Custom Action to retrieve Purchased quantities from an external source
- B. Use a summary variable targeting the subscription object with a Price Rule.
- C. Legacy Orders and invoices should be migrated.
- D. Contracts, Subscriptions and Assets should be populated with historical data.
- E. Discount schedules with Cross Orders checked. (Choose 2 options)

Answer: D,E

Explanation:
The requirement:
"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.
To support this:
✔ B - Contracts, Subscriptions and Assets should be populated with historical dataCPQ reads existing Subscriptions/Assets to

determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✔ E - Discount schedules with Cross Orders checkedSalesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUEThis allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

NEW QUESTION # 97

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

Choose 3 answers

- A. To get agreement on the roles and responsibilities of the implementation team and customer
- B. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- C. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- D. To ensure the implementation team is aligned with the customer on assigned work
- E. To establish a communication plan between the implementation team, the customer and the work is coordinated between them

Answer: A,D,E

Explanation:

A solid governance structure is a required component of every Salesforce Revenue Cloud implementation (CPQ + Billing).

Salesforce's project methodology stresses governance for:

Clear roles and responsibilities

Alignment across business and technical teams

Controlled communication flows

Coordinated delivery

Risk and issue management

Change control

Let's evaluate each option:

☐ A. To get agreement on the roles and responsibilities of the implementation team and customerThis is one of the core purposes of governance.

The RACI structure (Responsible, Accountable, Consulted, Informed) is part of governance setup and ensures:

No duplication of work

No gaps in ownership

Clear escalation paths

✔ This is correct.

☐ C. To ensure the implementation team can work independently with little customer inputThis is the opposite of governance.

Revenue Cloud projects require constant alignment with the customer across:

Catalog structure

Pricing rules

Billing cycles

Renewals

Integration design

Customer involvement is essential.

✖ Not a valid reason.

☐ E. To assign more work to the customerGovernance is not a method to increase customer workload.

It ensures collaboration, not burden shifting.

✖ Incorrect.

☐ B. To establish a communication plan between teams and coordinate the workGovernance defines how:

PMs communicate

Status reports occur

Risks/issues are escalated

Decisions are documented

This is a fundamental governance objective.

✔ Correct.

☐ D. To ensure the implementation team is aligned with the customer on assigned workExactly.

Governance guarantees alignment on:
Scope
Requirements
Sprint commitments
Priorities
Change requests
✔ Correct.
✔ Final Verified AnswerA, B, D

NEW QUESTION # 98

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