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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74

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

Answer: A,E

Explanation:

User Story "As a pricing manager, bulk discounts must include previously purchased quantities for pricing calculations on the quote to reward loyal customers." This refers to historical purchases influencing tiered or volume discounts.

In Salesforce CPQ, the only native feature that supports "include prior purchases when calculating discount tiers" is:

✓ Discount Schedules with Cross Orders enabled This setting tells CPQ to:

Look at existing subscriptions, assets, orders, and previous quote lines Aggregate prior quantities Apply tiered volume discount

based on the total owned quantity + new quantity But for Cross Orders functionality to work...

✓ Historical Subscriptions / Assets must exist So you must migrate historical:

Contracts

Subscriptions

Assets (if asset-based ordering)

Without that data, CPQ cannot aggregate historical quantities.

Correct answer: B and E ✓ B - Populate Contracts, Subscriptions, and Assets with historical data CPQ needs these to calculate previously purchased quantities.

✓ E - Discount Schedules with Cross Orders checked This is the actual feature that uses prior purchased amounts to determine discount tiers.

Why the other options are not correct: Option

Why Incorrect

A - Custom Action

Unnecessary. CPQ has native Cross Orders behavior.

C - Summary Variable

Summary variables do not summarize external historical purchases.

D - Migrate Orders & Invoices

Not required for CPQ pricing. Only Subscriptions/Assets matter.

NEW QUESTION # 75

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 the current automations are appropriate, optimize further if necessary.
- **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 to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.

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 # 76

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A. Reducing the number of product rules and option constraints
- B. reducing the number of quote line fields displayed in the quote line editor
- C. using compressed image formats for image files included in the quote document
- D. reducing the number of line columns that are included in the quote document
- E. increase the number of product of product rules and option constraints

Answer: C,D

Explanation:

Document generation performance in CPQ depends heavily on template content size, not price rules or QLE performance.

✓ C - Use compressed image formats Large JPG/PNG images dramatically slow down:

Template rendering

PDF generation

Email attachment creation

Compressing images is a documented best practice.

✓ E - Reduce the number of line columns in the quote document Each additional column:

Adds more data retrieval

Increases merge time

Slows PDF rendering

This is one of the primary causes of slow Quote Document generation in CPQ.

Why the other answers are incorrect Option

Why Wrong

A & B - Product rules / constraints

They affect quote calculation, not document generation.

D - Fields in QLE

QLE configuration does not affect document generation speed.

Thus C and E are correct.

NEW QUESTION # 77

Which is the correct sequence of evaluation events for a Price Rule, Quote Calculator Plugin (QCP) and CPQ Package Pricing Engine?

- A. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Water fall Calculation -> On Initialization -> Before Calculate -> On Calculate -> After Calculate
- B. Internal Initialization -> On Initialization -> Before Calculate -> Calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate -> Calculate Formulas
- C. Internal Initialization -> On Initialization -> Calculate Formulas -> Before Calculate -> calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate
- D. On Initialization -> Before Calculate -> On Calculate -> After Calculate -> Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Waterfall Calculation
- E. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> On Initialization -> Before Calculate -> On Calculate -> Price Waterfall Calculation -> After Calculate

Answer: C

Explanation:

Correct CPQ Calculation Evaluation Order:

Internal Initialization

QCP - onInitialization()

Calculate Formulas (pre-calculation)

Price Rule - Before Calculate

Calculate Quantities

QCP - onCalculate()

Price Waterfall Calculation

QCP - AfterCalculate()

Option E is the only sequence that matches this.

NEW QUESTION # 78

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Quote
- **B. Assets**
- C. Order
- D. Order Product
- **E. Subscriptions**

Answer: B,E

NEW QUESTION # 79

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