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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q62-Q67):

### NEW QUESTION # 62

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use an Apex Trigger on the Quote Line
- **B. A Quote Calculator plugin (QCP)**
- C. Use a Record Change Flow to trigger on the Quote Line.
- D. Set Pricing Method to Custom

**Answer: B**

### NEW QUESTION # 63

sales management has stated that they would like annual recurring revenue captured on Opportunity Line Item object in order to reference within existing pipeline reports. Annual recurring 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 price rule to copy the value from ARR\_\_c on SBQQ\_\_QuoteLine\_\_c to ARR\_\_c on Opportunity Product
- B. Create ARR\_\_c on the Opportunity Line Item object, and create a flow to copy the value from ARR\_\_c on SBQQ\_\_QuoteLine\_\_c
- C. Create ARR\_\_c on the Opportunity Line Item object, matching the field configuration of ARR\_\_c on SBQQ\_\_QuoteLine\_\_c
- D. Create a cross-object formula field on the Opportunity Line Item to reference ARR\_\_c data SBQQ\_\_Quoteline\_\_c

**Answer: C**

Explanation:

ARR\_\_c exists on Quote Line (SBQQ\_\_QuoteLine\_\_c) and must appear on:

Opportunity Line Item for pipeline reporting

Salesforce CPQ automatically syncs Quote → Opportunity Line Item when:

The field exists on both objects

The Field API Name and Field Type match

This requires zero automation, no flow, no price rules.

#### NEW QUESTION # 64

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 Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- B. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- C. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate
- D. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas

**Answer: C**

Explanation:

The Salesforce CPQ calculation sequence includes:

Internal Initialization

QCP: onInitialization()

CPQ: Calculate Formulas (pre-calculation)

Price Rule Evaluation: Before Calculate

QCP: onCalculate()

Price Waterfall (Pricing Engine)

QCP: AfterCalculate()

Option D matches this exact order:

internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall → After Calculate

#### NEW QUESTION # 65

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. Discount schedules with cross orders checked
- C. Legacy orders and invoice should be migrated
- D. use a summary variable targeting the subscription object with a price rule
- E. Contracts, subscriptions and assets should be populated with historical data

**Answer: B,E**

### NEW QUESTION # 66

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which Service Region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. Europe
- B. Service Region has no performance impact
- C. North America
- D. Australia
- E. Japan

**Answer: A**

Explanation:

The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:

The service region is geographically close to the Salesforce org.

Since the org is hosted in the EU:

✓ D - Europe is the correct service region, which reduces latency and speeds calculation.

Why the others are wrong: Option

Why Incorrect

A - No performance impact

100% incorrect; region affects latency heavily.

B - North America

Far from EU, adds latency.

C - Japan

Even slower.

E - Australia

Worst possible latency option.

Thus D is correct.

### NEW QUESTION # 67

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