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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q82-Q87):

NEW QUESTION # 82

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Cancel and rebill, correct the order, create and post a new invoice.
- B. credit the invoice, correct the order, create and post a new invoice
- C. Delete the invoice record, correct the order, create and Post a new invoice
- D. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it

Answer: A

NEW QUESTION # 83

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 creation of external objects will bypass the need for legacy data migration
- C. The Amendments and Renewals process will be subject to customizations
- D. Extracting from multiple sources takes additional resources and time to access and process
- E. Large volumes of data take a longer time to load.

Answer: A,D,E

Explanation:

These are the three factors that increase scope during legacy data migration for Revenue Cloud:

✓ A - Extracting from multiple sources takes more time and resources. If legacy data is spread across multiple CRMs, ERPs, billing engines, or flat files, this increases:

Extraction complexity

Mapping effort

Data cleansing time

This always expands project scope.

✓ B - Fragmented or incomplete information must be aggregated and validated. If legacy data is dirty or inconsistent:

Amendments fail

Renewals break

CPQ calculations are wrong

Billing proration becomes inaccurate

Data validation + cleanup = additional scope.

✓ D - Large data volumes take longer to load. Full loads of:

Order Products

Subscriptions

Assets

Contracts

...can take hours to days, requiring:

Batch loading

Testing

Restart planning

Performance tuning

This clearly expands scope.

Why C and E are not correct: Option

Reason

C - External objects eliminate migration

Completely false. CPQ/Billing cannot use external objects for core processes such as pricing, contracting, amendments, renewals, invoicing.

E - Amendments/Renewals require customizations

Not a migration consideration; it is a design topic, not a factor that expands migration scope.

NEW QUESTION # 84

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not execute post-installation scripts upon their first login to CPQ.
- B. The User did not have the proper access to the Opportunity Product object.
- C. The User did not have the proper access to the Quote Object.
- D. The User did not have the proper access to the Quote Line object.

Answer: A

Explanation:

When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script:

Creates default settings

Ensures CPQ-managed fields are initialized

Grants required permissions

Creates default Primary Quote logic metadata

Updates field values such as IsPrimary, quote calculation settings, etc.

Why the issue happenedThe customer implemented automation that automatically sets a new quote as Primary at creation.

If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.

Therefore, the "first time users tried to create quotes" → they encountered errors, because:

Their user-specific CPQ installation metadata was not initialized

CPQ could not run its internal logic that depends on Primary Quote setup Salesforce's installation documentation explicitly states:

Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.

Thus the correct answer is A, and it is consistent with CPQ installation best practices.

NEW QUESTION # 85

universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?

- A. Setup a quote calculator plugin to ensure the custom field triggers
- B. Add the partner type field to the calculating fields field set
- C. calculation Include the field in a custom metadata setting
- D. Refresh post install scripts

Answer: B

NEW QUESTION # 86

which three are key steps when documenting user stories?

- A. Design the solution while the business process is being defined
- B. Identify the actor or personas in this user story
- C. Know which business process the requirement supports to categorize the user story
- D. Identify the acceptance criteria or result for satisfying the user story.
- E. Document user acceptance test scripts for the user story.

Answer: B,C,D

Explanation:

Salesforce user story best practices include:

A - Know the business process the story supports

B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:

C Designing the solution before the business process is finalized violates Salesforce implementation methodology.

D Writing test scripts is UAT preparation, not part of writing user stories.

NEW QUESTION # 87

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