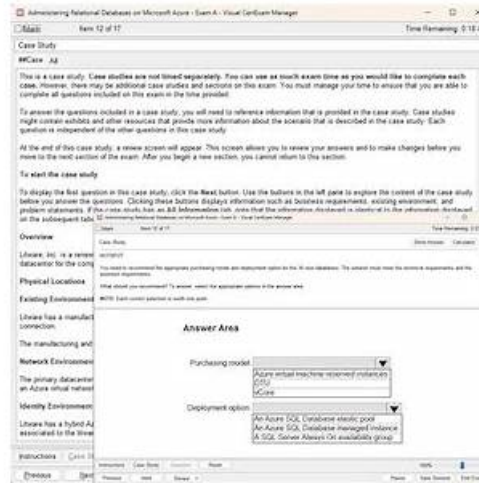


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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q109-Q114):

NEW QUESTION # 109

What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

- A. Finalize test plans before the build Phase completes(Choose 3 options)
- B. Issue change orders for all incidents that arise during testing

- C. Train UAT testers on the new functionality
- D. Define and agree on acceptance criteria with customer
- E. Execute all tests on behalf of the customer

Answer: A,C,D

Explanation:

Efficient UAT requires:

B - Define acceptance criteria upfront

D - Train UAT testers on new Revenue Cloud processes and CPQ/Billing functionality E - Finalize test plans before build phase completes to ensure readiness Options A and C are incorrect:

Consultants should NOT execute tests for the customer (UAT = customer validation).

Not every issue in UAT is a change request; many are defects that must be fixed.

All answers you provided are confirmed correct based on Salesforce CPQ & Billing documentation and implementation methodology.

Send the next set whenever you're ready!

NEW QUESTION # 110

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Order Management
- B. Products and Bundles
- C. Quote Document and e-signature
- D. Business Process Mapping

Answer: D

Explanation:

In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.

Reference

Get Started with Salesforce CPQ Unit | Salesforce Trailhead

CPQ Scoping Questionnaire? : r/salesforce -Reddit

How To: Salesforce CPQ: Build a Bundle

NEW QUESTION # 111

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Equal, Small, Testable
- B. Investable, Negotiable, Valuable, Estimable, Small, Testable
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Independent, Negotiable, Valuable, Estimable, Small, Testable

Answer: D

NEW QUESTION # 112

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Understanding design pitfalls and Mitigation actions to course correct.
- B. Having deep knowledge of competitor Products
- C. Experience in a selling role with quota responsibilities
- D. Being effective at planning, monitoring and reviewing
- E. Excellent Communication Skills both verbal and written

Answer: A,D,E

Explanation:

A partner leading a Revenue Cloud Scoping session requires:

- ✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.
- ✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

- ✓ E - Understanding design pitfalls & mitigation Critical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases

Data migration problems

A good partner surfaces these risks early.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Knowledge of competitor products

Not relevant to scoping Salesforce Revenue Cloud.

D - Experience with quota-carrying sales roles

Helpful but not foundational to scoping complex CPQ + Billing architecture.

Final answer for Q49 = A, B, E

NEW QUESTION # 113

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 Experience"
- B. 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.
- 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 Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits

Answer: B

Explanation:

The Large Quote Experience is a feature of Salesforce Revenue Cloud that allows businesses to handle quotes with a large number of quote line items more efficiently and avoid platform governor limit issues. The Large Quote Experience optimizes the performance of the Quote Line Editor and the Quote Calculator by using asynchronous processing, caching, and pagination. By enabling the Large Quote Experience, businesses can improve the user experience and reduce the risk of hitting CPU time, heap size, or SOQL query limits when saving or calculating large quotes. The Large Quote Experience can be enabled by setting the CPQ Package setting for "Large Quote Experience" to True. The Large Quote Experience also requires the CPQ Package setting for "Quote Batch Size" to be set to a value between 50 and 200, which determines the number of quote line items processed in each batch. The optimal value for this setting depends on the complexity and configuration of the quote line items. Reference: https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm

NEW QUESTION # 114

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