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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q23-Q28):

NEW QUESTION # 23
Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Order Management
- B. Quote Documentation And Plggins
- C. Business Process Mapping
- D. Products and Bundles

Answer: C

Explanation:
In a Salesforce CPQ scoping session, the first documentation created is the Business Process Map, because:
It defines the customer's selling, quoting, approval, pricing, contracting, renewal, and ordering processes.
It ensures all stakeholders are aligned on "how the business works now" before CPQ design begins.
Only after processes are mapped can product structure, order management, and quote document needs be designed.
Salesforce Revenue Cloud methodology always starts with:
Business Process Documentation → Requirements → Solution Design
Thus C is correct.

NEW QUESTION # 24
A Subscription-based company has a Revenue Cloud user story to replace their legacy system which states "As a Sales User, I need to see my active deals (including new and renewals opportunities) from the old system carried over to the new Salesforce CPQ system once we go-live".
What are the relevant objects that will store the extracted information from the legacy system?

- A. Accounts, Opportunities, Quotes, Contracts, Subscriptions, Products
- B. Accounts, Opportunities, Contracts, Subscriptions, Assets, Products
- C. Accounts, Opportunities, Quotes, Contracts, Products, Order Products
- D. Accounts, Opportunities, Orders, Contracts, Order Products

Answer: A

NEW QUESTION # 25
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. Order Product
- B. Assets
- C. Subscriptions
- D. Quote
- E. Order

Answer: B,C

NEW QUESTION # 26
After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. Architect the revenue cloud solution to follow suit by extending customization using coding best practices to improve scalability
- B. processed with design and build, and address performance issues as the final task in UAT
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.

Answer: D

NEW QUESTION # 27
What are three reasons to establish a governance structure as part of your Revenue Cloud project?
Choose 3 answers

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

Answer: A,C,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 # 28

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