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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q79-Q84):

### NEW QUESTION # 79

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Renewals
- B. Amendments

- C. Customer Asset Life Cycle Management (CALM)
- D. Orders
- E. Subscriptions

**Answer: C**

Explanation:

Requirement:

Provide an aggregated view of current goods and services on a contract.

This refers to consolidating all active entitlements, subscriptions, assets, and amendments.

Salesforce Revenue Cloud feature for this: ✓ E. Customer Asset Lifecycle Management (CALM) CALM provides:

A unified, aggregated view of:

Active assets

Entitlements

Subscriptions

Amendments

Renewed services

Tracks lifecycle changes from:

Orders

Amendments

Cancellations

Upgrades

Represents the source of truth for what the customer owns today.

Why not the others? Option

Why Incorrect

A . Amendments

These modify contracts but do NOT aggregate current products.

B . Orders

Represent transactions, not current state.

C . Subscriptions

Only subscription items, not full lifecycle items or non-subscription goods.

D . Renewals

Only track renewal processes, not aggregated state.

Only CALM provides an aggregated, contract-aligned view of all customer entitlements.

## NEW QUESTION # 80

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

- A. Formula field data is not always available during CPQ quote calculation
- B. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.
- C. They can easily exceed limits if not carefully designed and tested
- D. They are computationally Expensive.
- E. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value

**Answer: A,C,D**

Explanation:

In Salesforce CPQ + Billing (Revenue Cloud), heavy use of cross-object formula fields can create serious performance, calculation, and reliability issues. Salesforce product documentation and CPQ study guides highlight several risks related to:

Quote calculation engine performance

SOQL query depth

Runtime evaluation limits

Data availability timing during synchronous calculations

Below is the breakdown of the options:

A. Formula field data is not always available during CPQ quote calculation Correct.

Salesforce CPQ reads values at calculation time, but cross-object formula fields may:

Not resolve in time if they depend on parent records updated within the same transaction Return stale values because formula evaluation is not recalculated in real time mid-calculation Fail during QCP or price rule evaluation due to record access/state issues This is a known risk documented in CPQ technical architecture guidance.

B. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes. Incorrect.

Formula fields do NOT have unlimited access. They are limited to 10 relationship levels.

While data changes on parent objects can affect formula results, this is not a primary risk emphasized in Revenue Cloud implementation guidance.

Therefore, not one of the three correct risks.

C. They are computationally expensive. Correct.

Formula fields-especially cross-object ones-are recalculated at runtime every time:

The referenced record is queried

CPQ calculator reads them during price rule evaluation

Billing processes (Invoice Run, Usage Rating, etc.) reference them

This can significantly slow down:

Quote calculations

Order/Invoice generation

Any multi-object SOQL-heavy logic

This is a well-known performance risk.

D. They can easily exceed limits if not carefully designed and tested Correct.

Cross-object formulas contribute to:

SOQL query depth limits

CPU time limits

Formula size complexity

Relationship depth limits

In CPQ/Billing, where Quote and Quote Line processing already push platform limits, too many formula fields can cause:

Calculation failures

Invoice/Order creation errors

Apex limit exceptions

Salesforce documentation warns against heavy formula usage for precisely these scalability concerns.

E. Formula fields are editable, after calculation a user/process can overwrite the value Incorrect.

Formula fields are never editable by users or automation.

Their values are dynamically calculated from their formula expressions.

Therefore, this option is not a valid risk.

### NEW QUESTION # 81

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

**Answer: C**

Explanation:

When Price Rules are insufficient for complex pricing logic, Salesforce CPQ documentation directs consultants to the Quote Calculator Plugin (QCP) as the next escalation point.

QCP enables custom JavaScript logic executed inside the CPQ Quote Calculator, allowing manipulation of:

List price

Net price

Quantity

Custom logic loops

Conditional calculations beyond standard rule capabilities

Flows or Apex should not manipulate pricing during calculation because they run outside the CPQ calculator, causing inconsistent pricing results.

Hence the correct next step is QCP.

### NEW QUESTION # 82

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Group

- B. Invoice Batch
- C. Order by Group
- D. Order by Quote Line Group

**Answer: A**

Explanation:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answer? The Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

### NEW QUESTION # 83

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Save
- B. Load and Edit
- **C. Load.**
- D. Always

**Answer: C**

Explanation:

Scenario Summary Universal Containers sells a bundle "Corporate IT Solutions." Inside it is a product option: Hardware Firewall.

Requirement:

If the customer previously purchased that Hardware Firewall (historical purchase), Then hide the product option inside the bundle during configuration.

This is a Configuration Rule

Using Selection/Filter logic to hide options

The rule must trigger as soon as the bundle loads, because the product option must be hidden before the user interacts with the bundle.

What type of Product Rule? Which Evaluation Event is Correct? Salesforce CPQ Product Rule Evaluation Events:

Event

When it Fires

Typical Use

Load

When the configuration page loads the first time

Hide/show options, preselect options, set initial values

Edit

On any user modification

Rerun rules based on changes

Load and Edit

Both events above

When both initial setup and change handling are required

Save

When the quote line editor is saved

Validation rules that block save

We need the product option to be hidden immediately when configuring the bundle.

It is not dependent on user edits.

It uses historical purchase data (Opportunity Product / Asset / Subscriptions).

In this requirement Therefore, the rule should fire at initial load only, not waiting for user interaction.

Always → not a valid Product Rule Event type in CPQ.

Save → too late; user would see the option before it's hidden.

Load and Edit → unnecessary; we do not need edits to trigger this rule.

Edit → would fail because hiding must occur before user interaction.

Why Not the Others? Salesforce CPQ Documentation Alignment CPQ Product Rules documentation states:

Use Load when you want the rule to evaluate immediately when the configurator opens, typically for hiding, filtering, or preselecting options.

This matches the required behavior perfectly.

## NEW QUESTION # 84

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