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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

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

- A. Train UAT testers on the new functionality
- B. Define and agree on acceptance criteria with customer
- C. Finalize test plans before the build Phase completes(Choose 3 options)
- D. Issue change orders for all incidents that arise during testing
- E. Execute all tests on behalf of the customer

Answer: A,B,C

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 # 62

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user sure getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- D. Legacy subscription data are missing a lookup to a source quote line record

Answer: A

Explanation:

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects:Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect:Option

Why Incorrect

A . Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B . Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D . Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

NEW QUESTION # 63

A user story for a Revenue Cloud implementation states, "As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". What implementation option should a revenue cloud consultant pursue first?

- A. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- B. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- C. Set up an invoice scheduler
- **D. Set up a Payment Scheduler**

Answer: D

NEW QUESTION # 64

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

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

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 # 65

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

- A. Amendments.
- B. Order
- **C. Subscription**
- D. Customer Asset Lifecycle Management (CALM)
- E. Renewals

Answer: C

NEW QUESTION # 66

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