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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q85-Q90):

NEW QUESTION # 85

Which 3 objects are updated when posting an invoice?

- A. Quote Line
- B. Order Product
- C. Invoice
- D. Quote
- E. Invoice Line

Answer: B,C,E

NEW QUESTION # 86

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 "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- C. 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.
- 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: C

Explanation:

When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.

Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.

The Salesforce documentation states:

Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.

It is not set arbitrarily; it must be based on empirical volume testing results.

This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.

Therefore, option D is the correct implementation.

NEW QUESTION # 87

A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Allocate the payment to an invoice on account B
- B. Set the payment status to canceled and create a new payment on account B.
- C. Allocate the payment if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B

Answer: C

Explanation:

Scenario:

A payment is posted on the wrong Account

It must be applied to an invoice on a different Account

Payment is already posted

Salesforce Billing rules:

A posted payment cannot be reparented

A payment allocated to an invoice cannot simply be moved

Correct process is:

✓ B - If allocated, create a refund, then create a new payment on the correct account

Detailed steps:

Reverse (refund) the incorrect payment

Create a new payment on the correct account

Allocate that payment to the correct invoice

This ensures:

Proper audit trail

Compliance with financial controls

Correct ledger entries

Why the other options are wrong

Option

Why Incorrect

A . Allocate payment to Account B invoice

Not allowed: payment is tied to Account A.

C . Reparent payment to Account B
Posted payments cannot be reparented.
D . Cancel the payment
Cancelling alone does not reverse ledger impact; refund process is required.
Thus B is correct.

NEW QUESTION # 88

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Determine whether your sandbox is on a preview or non preview instance.
- B. Review status.salesforce.com to determine refresh cutoff for the new release
- C. Submit a ticket to support when you want your sandbox Updated.
- D. The platform ensures that all sandboxes are upgraded at the same time so wait for further update.

Answer: A,B

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview scheduleSalesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instanceCritical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER productionTo test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D)Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Therefore, A and C are correct, not D.

Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

NEW QUESTION # 89

what are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.
- B. documenting logical architecture diagrams for data flow between systems
- C. using price book entries to handle attribute based variations instead of lookup price rules designing the product catalog with SKU rationalization in mind
- D. Creating process builders and flows to pass data between fields instead of using twin field mapping

Answer: A,B,C

NEW QUESTION # 90

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