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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q62-Q67):

NEW QUESTION # 62

what are the 3 reasons why you would need an app exchange solution to support generating a document in support of a revenue cloud project?

- A. Attachments
- B. Invoice Generation
- C. Contract Redlining
- D. watermarks
- E. electronic signature

Answer: C,D,E

NEW QUESTION # 63

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the billing day of the month
- B. Set the order start date
- C. Set the activation date
- D. Set the order end date

Answer: B

Explanation:

The Order Management Plugin (OrderPlugin2) in Salesforce CPQ allows architects to override the default behavior of CPQ when generating Orders from Quotes.

According to CPQ developer documentation, the plugin can override:

Order start date

Order end date logic (in limited ways)

Order product behaviors

The key supported override is specifically:

Setting the Order Start Date programmatically

NEW QUESTION # 64

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. Always
- C. Load and Edit
- D. Load.

Answer: D

Explanation:

The requirement is:

When configuring a bundle, if the customer has previously purchased a hardware firewall, the Hardware Firewall product option should be hidden during bundle configuration.

This means the Product Rule must evaluate immediately when the bundle configuration UI loads, so that the option is hidden before the user begins configuring.

Salesforce CPQ documentation clarifies the evaluation events for Product Rules:

Evaluation Events in CPQ Product RulesEvaluation Event

When it Fires

Use Case

Load

Fires immediately when the configurator opens

Use this when hiding options or preselecting options based on external or historical data, Assets, Subscriptions, etc.

Load and Edit

Fires on initial load and every time the user makes changes

Use when rules may need re-checking with every MODIFY step.

Save

Only fires when clicking Save

Use when validating configuration before saving (e.g., preventing invalid combinations).

Always

Fires during all events including load, edit, and save

Rarely used; typically only for enforcement rules.

You need the option hidden right when the configurator loads.

The rule uses historical data (previously purchased hardware firewall). That data does not change in real time during the configuration session.

There is no need to re-check during every selection or on save.

Why Load is the correct answer: Therefore, using Load provides:

Optimal performance

Immediate user experience consistency

No unnecessary re-evaluations

Overkill; runs multiple times unnecessarily.

Negative impact on performance in large quotes/bundles.

Why the other options are incorrect:

- A. Always
- Hiding an option at save time is too late.
- The user should not see the firewall option at all if they already purchased it.
- B. Save
- This re-evaluates the product rule every time the user interacts.
- Not required because the "past purchase" condition does not change during configuration.
- Adds unnecessary processing.
- C. Load and Edit

NEW QUESTION # 65

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges=False. Which setting will generate invoice lines?

- A. Order Products with Next Billing Date equal to or after January 15
- **B. Order Products with Next Billing Date equal to or earlier than January 15**
- C. Usage Summaries with Next Billing Date equal to or earlier than January 15
- D. Order Products with Next Charge Date equal to or earlier January 15

Answer: B

Explanation:

Invoice Scheduler Settings:

Target Date = Jan 15

Bill Usage Charges = FALSE

This means:

The scheduler will generate invoice lines for Order Products only, not usage summaries. Thus the correct rule is:

A - Order Products with Next Billing Date equal to or earlier than January 15 Why the other options are wrong: Option Why Incorrect B - Usage Summaries Ignored because Bill Usage Charges = False.

C - Next Billing Date equal to or after

Billing only generates lines for dates \leq Target Date.

D - Next Charge Date

Not used by Invoice Scheduler.

Thus A is correct.

NEW QUESTION # 66

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date.
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- **C. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date**
- D. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal

Answer: C

Explanation:

Salesforce CPQ renewal automation uses two fields:

Indicates future revenue

Should be set immediately when contract is active

Indicates the renewal quote has been created

Should be set near the contract end date

1. Renewal Forecasted2. Renewal QuotedThis matches Salesforce best practice:

Forecast early → Quote late.

Thus C is correct.

NEW QUESTION # 67

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