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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q65-Q70):

NEW QUESTION # 65

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

Answer: A

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 Rules

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 # 66

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry.

What is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- B. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- **C. Use Automation to set Tax Rule Based on the value of the custom field.**
- D. Use Automation to set Tax Treatment Based on the value of the custom field.

Answer: C

Explanation:

Requirement:

Product may be taxable or tax-exempt depending on a custom field (Industry).

In Salesforce Billing:

Tax rules determine whether a product line is taxable or exempt.

Tax rules can be driven by custom logic using:

Custom fields

Flow

Apex

Determination scripts

Therefore:

✓ C. Use automation to set the Tax Rule based on the custom field. Why not the others? Option Why Incorrect A . Tax Treatment Outputs tax result, but the rule determining taxability is the Tax Rule, not Tax Treatment.

B . Billing Rule

Controls invoice schedule, NOT taxability.

D . Revenue Recognition Rule

Controls revenue, not tax.

Thus C is the only valid solution.

NEW QUESTION # 67

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

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

Answer: A,B,C

NEW QUESTION # 68

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.
- B. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
- C. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- D. No, if the customer is not using bundle configuration currently, they won't need it in the future.

Answer: B

Explanation:

In every Salesforce CPQ implementation, Product Bundles are one of the core configuration capabilities that must be discussed during scoping and discovery-even if the customer does not initially think they need them.

✓ Why the correct answer is BB. Yes, bundle configuration should be introduced and it's up to the customer to decide whether they need it or not.

This aligns fully with Salesforce CPQ implementation best practices, discovery methodology, and the guidance in CPQ documentation and study resources.

Why bundles must be discussed in scopingSalesforce CPQ Bundles are used to solve many common quoting problems:

Grouping products together

Managing optional/required components

Handling feature selections

Automating inclusion, exclusion, or quantity logic

Supporting configuration rules

Ensuring sales reps configure solutions correctly

Improving quote accuracy

Providing guided selling experiences

Because bundles fundamentally shape:

Product catalog architecture

Pricing structure

Rules design

Quote line generation

Amendment/Renewal behavior

Order + Billing outputs

...they must be addressed early during discovery and scoping to avoid major redesign later.

Salesforce implementation playbooks emphasize:

Introduce all CPQ capabilities during discovery.

Allow the customer to confirm whether a capability meets their use cases.

Document decisions in the solution design before build.

Therefore, bundles should always be a topic of discussion, but the customer chooses whether they need them based on business

requirements.

- Why the other options are incorrectA. "Bundle configuration is necessary and should always be implemented."Incorrect because:
Not all customers need bundles.
Some catalogs are simple, flat, or priced per unit with no component logic.
Salesforce CPQ documentation does not state bundles are mandatory.
- C . "If they don't use bundles now, they won't need them later."Incorrect because:
Customers often evolve pricing and product strategies.
Many legacy quoting tools do not support bundles, so current-state ≠ future-state.
CPQ discovery must capture future-state needs.
- D . "Assume no bundle configuration unless customer brings it up."Incorrect because:
Customers often don't know what CPQ bundles can do.
CPQ consultants are responsible for educating customers on capabilities.
Failing to introduce bundles leads to:
Incorrect product catalog design
Broken pricing logic
Large rework later in the project
This contradicts CPQ best-practice discovery methodology.

NEW QUESTION # 69

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which Service Region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. Japan
- **B. Europe**
- C. Service Region has no performance impact
- D. North America
- E. Australia

Answer: B

Explanation:

The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:
The service region is geographically close to the Salesforce org.

Since the org is hosted in the EU:

✓ D - Europe is the correct service region, which reduces latency and speeds calculation.

Why the others are wrong:Option

Why Incorrect

A - No performance impact

100% incorrect; region affects latency heavily.

B - North America

Far from EU, adds latency.

C - Japan

Even slower.

E - Australia

Worst possible latency option.

Thus D is correct.

NEW QUESTION # 70

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