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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q15-Q20):

NEW QUESTION # 15

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated". In addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. Subscription
- B. entitlements
- **C. Contracted Pricing**
- D. order products

Answer: C

Explanation:

The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.

In Salesforce CPQ, the object that stores account-specific negotiated prices is:

Contracted Pricing (SBQQ__ContractedPrice__c)

This object overrides standard list prices during quoting based on:

Account

Product

Pricebook

Contract linkage

Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

NEW QUESTION # 16

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?

- A. Implement triggers and Apex that behave like price rules.
- B. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- **C. Implement lookup price rules where applicable**
- D. Create a support case and request to increase the processing limits so that price rules perform better.
- **E. Implement Quote Calculator Plugin where Possible to replace price rules.**

Answer: C,E

Explanation:

Salesforce CPQ performance can degrade with:

Too many price rules

Sequential calculator complexity

Recursion

90 rules is high, so optimization is needed.

✓ B. Implement Lookup Price Rules Lookup Price Rules reduce:

Rule count

Condition logic

Maintenance complexity

A lookup table collapses many price rules into one rule, significantly improving performance.

✓ C. Use Quote Calculator Plugin (QCP) QCP replaces multiple price rules with:

A single JS module

Faster calculations

More flexible logic

Improved performance, especially with:

Complex math

Multi-stage calculations

External data lookups

QCP is the recommended performance strategy when price rules become too heavy.

Why the other options are incorrect: Option

Why Incorrect

A . Request increased limits

Salesforce does not increase CPQ calculator limits via support.

D . Apex triggers instead of price rules

Not allowed; quote line editor uses client-side calculator, not Apex.

E . Replace rules with nested bundles

Does not solve pricing logic complexity and may worsen configuration performance.

Thus, B and C are correct.

NEW QUESTION # 17

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Complete deployment migration plan
- B. A Change Order
- C. A Design Document
- **D. Customer Acceptance sign off**
- E. Migration from Sandbox to Production

Answer: D

Explanation:

Successful exit criteria for User Acceptance Testing (UAT) is:

✓ Customer Acceptance Sign-off This means:

All test cases have passed

All critical defects are resolved

Stakeholders approve the solution

The project is cleared to move into deployment

This is documented in Salesforce Implementation Lifecycle.

Why other choices are incorrect: Option

Why Wrong

A - Change Order

Change orders happen when new scope is introduced, not an exit criterion for UAT.

C - Design Document

Completed earlier during design phase.

D - Sandbox to Prod Migration

Happens after UAT sign-off.

E - Deployment plan

Prepared before deployment, not a sign of UAT completion.

Thus B is the only correct exit criterion.

NEW QUESTION # 18

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- **A. Business Process Mapping**
- B. Products and Bundles
- C. Order Management
- D. Quote Document and e-signature

Answer: A

Explanation:

Salesforce CPQ scoping guidance always starts with Business Process Mapping to understand:

Lead → Opportunity → Quote → Contract → Order → Billing → Renewal lifecycles How CPQ/Billing should support the business Products, documents, e-signature, and order management all come after process mapping.

Thus A is correct.

NEW QUESTION # 19

Which 3 objects are updated when posting an invoice?

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

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