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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q92-Q97):

NEW QUESTION # 92

Which feature is needed to split Order Products into different Invoice runs?

- A. Order by Quote Line Group
- B. Order by Group
- **C. Invoice Group**
- D. Invoice Batch

Answer: C

Explanation:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answer The Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

NEW QUESTION # 93

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 "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- **B. 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**
- C. 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
- D. Enable the CPQ Package setting for "Large Quote Experience"

Answer: B

NEW QUESTION # 94

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes.

Which three considerations should UC Keep in mind when designing their Solution?

- **A. Define the discount threshold or limit allowed for the sales reps**
- B. Print out the approval matrix into cards that the sales reps can carry around.
- **C. Identify backup approvers in case the primary approver is out of the office.**
- D. Give sales reps flexibility to apply any discount.
- **E. Document the discount approval levels for each approver.**

Answer: A,C,E

Explanation:

For multi-level discount approvals in CPQ:

A - Identify backup approvers: Required because Salesforce Approval Processes must account for out-of-office or unavailable approvers.

D - Define discount thresholds for sales reps: Mandatory so the system knows when to trigger approvals.

E - Document approval levels: Ensures clear governance and reduces ambiguity.

Incorrect options:

B printing approval matrices is not a Salesforce implementation requirement.

C contradicts the purpose of approval controls.

Thus the correct answers are A, D, E.

NEW QUESTION # 95

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

Answer: A,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 # 96

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Quote Calculator Plugin (QCP)
- B. Use a Work Flow
- C. Use a Custom Setting
- **D. Use a Flow that is triggered when the record is created and run before the record is saved.**

Answer: D

Explanation:

Setting Legal Entity on:

Order Product

Order Product Consumption Schedule

Must be scalable, bulk-safe, and future-proof.
 The most performant and Salesforce-recommended approach is:
 No additional DML required
 Runs before insert and update
 Bulk-safe
 Better performance than Workflow or Process Builder
 No need to use QCP, which only affects Quotes-not Orders or Schedules
 ✓ Before-Save Flow (Record-Triggered Flow) Thus D is correct.

NEW QUESTION # 97

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