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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q96-Q101):

NEW QUESTION # 96

After activating an order for a usage-based analytics subscription, a billing specialist wants to confirm that the system has generated the necessary components to support usage tracking, entitlement enforcement, and billing readiness Which set of records is created automatically as part of the usage management process?

- A. Asset, Entitlement Policy, Wallet
- B. Usage Entitlement Account, Usage Entitlement Bucket, Wallet
- C. Product Consumption Summary, Rate Adjustment Entry, Billing Event

Answer: B

NEW QUESTION # 97

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. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- C. Submit a ticket to support when you want your sandbox Updated.
- D. Review status.salesforce.com to determine refresh cutoff for the new release

Answer: A,D

Explanation:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff dates This tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instance This determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrect Option

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

NEW QUESTION # 98

Which valid actions can a consultant perform on a standard context definition?

- A. Deactivate & Edit
- B. Copy & Edit
- C. Extend & Clone

Answer: C

NEW QUESTION # 99

What does RASIC stand for?

- A. Responsible, Accountable, Supporting, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Communicate
- C. Responsible, Actionable, Supporting, Informed, Consulted
- D. React, Action, Support, Informed, Consulted

Answer: A

Explanation:

RASIC is a well-known responsibility matrix used in Salesforce projects.

✓ Correct definition: R - Responsible

A - Accountable

S - Supporting

I - Informed

C - Consulted

NEW QUESTION # 100

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. Brochures that provided detail to the products and services the client offers
- B. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

- C. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce) > salesforce CPQ patch notes
- D. The client's income statements and balance sheet.
- E. A sample proposal the client provides to their customers

Answer: A,B,E

Explanation:

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.

A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1

Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2

An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3

Reference:

- 1: This article explains how to create a professional proposal for customers using Salesforce CPQ.
- 2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.
- 3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION # 101

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