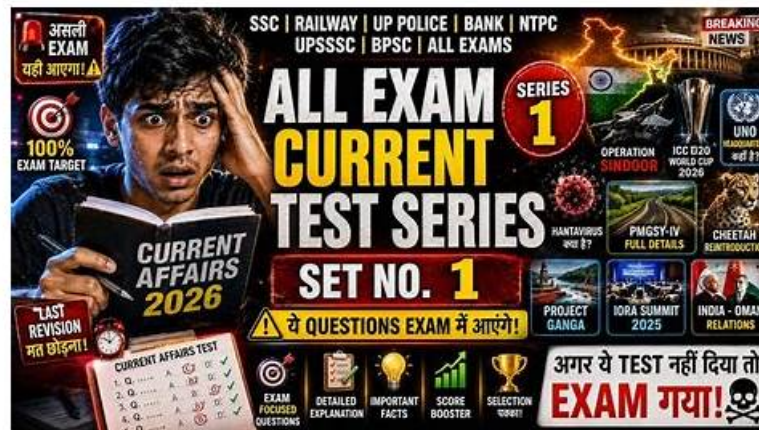


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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q89-Q94):

NEW QUESTION # 89

After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.

What strategy should the Revenue Cloud consultant recommend to the customer.

- A. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- B. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- C. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution
- D. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT

Answer: C

Explanation:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:

Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

✓ C - Baseline performance and fix technical debt first

Reasons:
CPQ depends heavily on synchronous calculations

Custom automations drastically increase sync time

Process Builder is deprecated; should be migrated to Flow

Poor performance must be cleaned before CPQ design

Why others are wrong: Option

Why Incorrect

A - Upgrade CPQ

Upgrading cannot fix org-level technical debt.

B - Mark issues out-of-scope

Avoiding technical debt leads to project failure.

D - Extend customization

Adding code on top of a broken process worsens performance.

Thus C is correct.

NEW QUESTION # 90

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. The client's income statements and balance sheet.
- B. The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce/CPQ/patch)
- C. A sample proposal the client provides to their customers
- D. Brochures that provided detail to the products and services the client offers
- E. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

Answer: C,D,E

Explanation:

Before a scoping session, the consultant should understand:

A - Sample proposals → reveals quoting format, pricing models, product structure.

B - Product brochures → clarifies offerings, catalog categories, bundles.

D - Approval matrix → shows governance controls required in CPQ.

Incorrect:

C Salesforce release notes are irrelevant to understanding customer requirements.

E Financial statements do not contribute to CPQ/Billing scoping.

Correct answers: A, B, D.

NEW QUESTION # 91

sales management has stated that they would like annual recurring revenue captured on Opportunity Line Item object in order to reference within existing pipeline reports. Annual recurring revenue is currently captured in the field `ARR__c` on the `SBQQ__QuoteLine__c` object.

Which is the most efficient solution?

- A. Create `ARR__c` on the Opportunity Line Item object, and create a price rule to copy the value from `ARR__c` on `SBQQ__QuoteLine__c` to `ARR__c` on Opportunity Product
- B. Create `ARR__c` on the Opportunity Line Item object, and create a flow to copy the value from `ARR__c` on `SBQQ__QuoteLine__c`
- C. Create a cross-object formula field on the Opportunity Line Item to reference `ARR__c` data `SBQQ__QuoteLine__c`
- D. Create `ARR__c` on the Opportunity Line Item object, matching the field configuration of `ARR__c` on

SBQQ__QuoteLine__c

Answer: D

Explanation:

ARR__c exists on Quote Line (SBQQ__QuoteLine__c) and must appear on:

Opportunity Line Item for pipeline reporting

Salesforce CPQ automatically syncs Quote → Opportunity Line Item when:

The field exists on both objects

The Field API Name and Field Type match

This requires zero automation, no flow, no price rules.

NEW QUESTION # 92

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Customize Revenue Clouds user interface so the customer experiences no major interruption to the new system
- **B. Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology**
- C. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

Answer: B

Explanation:

Revenue Cloud implementations should NOT replicate outdated legacy CPQ logic.

Instead, Salesforce best practices require business transformation:

Understand current and future-state processes

Challenge legacy limitations

Use standard functionality wherever possible

Remove unnecessary customizations

✓ Correct answer: C Options A, B, and D represent anti-patterns:

Option

Why Incorrect

A - Map legacy CPQ logic

Leads to replicating outdated processes rather than improvement.

B - Customize UI to mimic legacy

Increases technical debt and destroys scalability.

D - Keep legacy CPQ

Two CPQ systems create conflicts and are not recommended.

Thus C is correct.

NEW QUESTION # 93

A revenue cloud customer has posted an invoice and now wants to add on more items from another order associated to that account without using invoice batches.

How can this be accomplished?

- **A. Use bill now on the new Order and consolidate the invoices.**
- B. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- C. use bill now on the new order and reparent the new invoice lines to the existing invoice
- D. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.

Answer: A

Explanation:

Scenario:

A customer has:

A posted invoice

A new order for the same account

Wants to add items without using invoice batches

The correct approach:

✓ D - Use Bill Now on the new order and consolidate invoicesSteps:

Run Bill Now on the new order → generates a new invoice immediately.

Enable Invoice Consolidation (Billing settings / Account level).

Combine invoice lines from the new invoice into the already posted invoice.

Salesforce Billing supports invoice consolidation even after one invoice is posted.

Why the other options are wrongOption

Why Incorrect

A - Credit then Bill

Unnecessary; original invoice is correct and should remain posted.

B - Bill Now + reparent invoice lines

Reparenting posted invoice lines is NOT supported.

C - Cancel and Rebill

Only used to correct errors, not to add new order items.

Thus D is the correct solution.

NEW QUESTION # 94

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