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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q40-Q45):

NEW QUESTION # 40

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Quote Object.
- **C. The User did not execute post-installation scripts upon their first login to CPQ.**
- D. The User did not have the proper access to the Opportunity Product object.

Answer: C

Explanation:

When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script:
Creates default settings
Ensures CPQ-managed fields are initialized

Grants required permissions

Creates default Primary Quote logic metadata

Updates field values such as IsPrimary, quote calculation settings, etc.

Why the issue happened The customer implemented automation that automatically sets a new quote as Primary at creation.

If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.

Therefore, the "first time users tried to create quotes" → they encountered errors, because:

Their user-specific CPQ installation metadata was not initialized

CPQ could not run its internal logic that depends on Primary Quote setup Salesforce's installation documentation explicitly states:

Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.

Thus the correct answer is A, and it is consistent with CPQ installation best practices.

NEW QUESTION # 41

Universal Containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Amendment of legacy contract and subscription data requires asset-based renewal method
- **B. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- C. Legacy subscription data are missing a lookup to a source quote line record
- D. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ

Answer: B

Explanation:

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects: Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect: Option

Why Incorrect

A. Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B. Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D. Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

NEW QUESTION # 42

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height, which CPQ pricing functionality should be used here?

- **A. Price Rule with lookup table**
- B. Discount Schedule

- C. Percent of total
- D. Multi Dimensional Quoting

Answer: A

NEW QUESTION # 43

An invoice run with a target date of 6/1/20 has completed with no errors. An order product with a next billing date of 6/1/20 did not generate an invoice line.

Which of the following fields might hold a value that would account for this?

- A. Billing type
- B. Billing day of month
- C. Next change date
- **D. Invoice run processing status**
- E. Billing account

Answer: D

NEW QUESTION # 44

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 "Large Quote Threshold" 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 "quote batch size" 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

Explanation:

The Large Quote Experience is a feature of Salesforce Revenue Cloud that allows businesses to handle quotes with a large number of quote line items more efficiently and avoid platform governor limit issues. The Large Quote Experience optimizes the performance of the Quote Line Editor and the Quote Calculator by using asynchronous processing, caching, and pagination. By enabling the Large Quote Experience, businesses can improve the user experience and reduce the risk of hitting CPU time, heap size, or SOQL query limits when saving or calculating large quotes. The Large Quote Experience can be enabled by setting the CPQ Package setting for "Large Quote Experience" to True. The Large Quote Experience also requires the CPQ Package setting for "Quote Batch Size" to be set to a value between 50 and 200, which determines the number of quote line items processed in each batch. The optimal value for this setting depends on the complexity and configuration of the quote line items. Reference:

https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm

NEW QUESTION # 45

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