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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q47-Q52):

### NEW QUESTION # 47

What does RASIC stand for?

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

- C. Responsible, Actionable, Supporting, Informed, Consulted
- D. Responsible, Accountable, Supporting, Informed, Consulted

**Answer: D**

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 # 48

what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- A. Finalize test plans before the build Phase completes
- B. Define and agree on acceptance criteria with customer
- C. Execute all tests on behalf of the customer
- D. Train UAT testers on the new functionality
- E. Issue change orders for all incidents that arise during testing

**Answer: A,B,D**

Explanation:

Efficient UAT in Revenue Cloud requires:

✓ B - Define acceptance criteria with the customer Ensures clarity on what "pass" means.

✓ D - Train UAT testers on the new functionality UAT fails quickly if testers don't know how to use CPQ/Billing.

✓ E - Finalize test plans before the build is completed Ensures UAT is ready and structured once the sandbox is available.

Incorrect options:

A: Consultants should NOT execute tests on behalf of customers.

C: Not all issues in UAT require change orders; many are defects to be corrected.

#### NEW QUESTION # 49

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Experience in a selling role with quota responsibilities
- B. Being effective at planning, monitoring and reviewing
- C. Having deep knowledge of competitor Products
- D. Excellent Communication Skills both verbal and written
- E. Understanding design pitfalls and Mitigation actions to course correct.

**Answer: B,D,E**

Explanation:

A partner leading a Revenue Cloud Scoping session requires:

✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.

✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

✓ E - Understanding design pitfalls & mitigation Critical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases

Data migration problems

A good partner surfaces these risks early.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Knowledge of competitor products

Not relevant to scoping Salesforce Revenue Cloud.

D - Experience with quota-carrying sales roles

Helpful but not foundational to scoping complex CPQ + Billing architecture.

Final answer for Q49 = A, B, E

### NEW QUESTION # 50

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

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

**Answer: B**

### NEW QUESTION # 51

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. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution**
- B. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- C. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- 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: A**

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 # 52

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