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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q42-Q47):

NEW QUESTION # 42
What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Small, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Investable, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

Answer: A

Explanation:
INVEST criteria is a standard Agile user story quality framework.
Correct breakdown:
I - Independent
N - Negotiable
V - Valuable
E - Estimable
S - Small
T - Testable
Thus D is the correct choice.

NEW QUESTION # 43
A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers.
What should be included in the design of this solution?

- A. Legacy Orders and invoices should be migrated.
- B. Discount schedules with Cross Orders checked. (Choose 2 options)
- C. Custom Action to retrieve Purchased quantities from an external source
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Contracts, Subscriptions and Assets should be populated with historical data.

Answer: B,E

Explanation:
The requirement:
"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.
To support this:
✔ B - Contracts, Subscriptions and Assets should be populated with historical dataCPQ reads existing Subscriptions/Assets to determine previously purchased quantities.
Historical install base must be migrated for correct discounting.
✔ E - Discount schedules with Cross Orders checkedSalesforce CPQ includes an OOTB feature:
Discount Schedule → Cross Orders = TRUEThis allows the quantity tiers to consider historical purchases.
Incorrect options:
A Custom Action unnecessary unless data is external (not indicated here).
C Summary variables cannot aggregate off-contract historical quantities.
D Migrating invoices is not required for quantity-based pricing.
Thus, the validated answers are B and E.

NEW QUESTION # 44
What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

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

Answer: D

Explanation:
Successful exit criteria for User Acceptance Testing (UAT) is:
✔ Customer Acceptance Sign-offThis means:
All test cases have passed
All critical defects are resolved
Stakeholders approve the solution
The project is cleared to move into deployment

This is documented in Salesforce Implementation Lifecycle.
Why other choices are incorrect:Option
Why Wrong
A - Change Order
Change orders happen when new scope is introduced, not an exit criterion for UAT.
C - Design Document
Completed earlier during design phase.
D - Sandbox to Prod Migration
Happens after UAT sign-off.
E - Deployment plan
Prepared before deployment, not a sign of UAT completion.
Thus B is the only correct exit criterion.

NEW QUESTION # 45
An order has 5 order products that bill monthly.
One of the order products require 2 months of charges to appear on the next invoice without modifying invoicing for the other order products.
What field will need to be used to accomplish this task?

- A. Bill Now
- B. Hold Billing - C. Target Date
- C. Bill Through Date Override
- D. Override Next Billing Date

Answer: D

Explanation:
The requirement:
One Order Product must invoice 2 months of charges on the next invoice, without affecting the other 4 Order Products.
To do this, you must tell Billing to:
Skip 1 billing cycle
Jump ahead to a future billing date
Without impacting other Order Products
Without modifying invoicing schedule globally
The correct way is to set:
✔ Override Next Billing Date→ This forces the next invoice line to include charges up to the new date, resulting in multiple periods billed together.
Why others are wrong:Option
Explanation:
B - Hold Billing
Pauses billing entirely; does NOT create multi-month invoices.
C - Target Date
Controls invoice run date, not multi-period billing.
D - Bill Through Date Override
Controls end date of a prorated period, not the number of periods billed.
E - Bill Now
Generates an immediate invoice but still only bills 1 period unless dates are overridden.
Thus A (Override Next Billing Date) is correct.

NEW QUESTION # 46
universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?

- A. Refresh post install scripts
- B. Setup a quote calculator plugin to ensure the custom field triggers
- C. calculation Include the field in a custom metadata setting
- D. Add the partner type field to the calculating fields field set

Answer: D

NEW QUESTION # 47
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