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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83
Universal containers has 3 product families-hardware, software and services. their sales reps want to be able to view the net totals of various product families at the quote level.in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record .from a performance standpoint, which of the following is true?

- A. it would be better to use a single price rule with 3 price actions
- B. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- C. the current solution with3 separate price rules is the most optimal solution
- D. it would be better to create separate quotes for each of the product families

Answer: B

Explanation:
The requirement:
Sales reps want to view net totals per product family at the quote level.
The admin created 3 price rules with summary variables → each rule sums net totals for a product family and writes to a quote field.
However, while this works, it is NOT optimal for performance.
Salesforce CPQ documentation clearly identifies Summary Variables + Price Rules as one of the most CPU-intensive parts of the Quote Calculator, especially when multiple rules are evaluated on large quotes.
✔ Why C is the correct answerUsing Quote Line Groups provides built-in auto-summary fields, including:
Group Total
Group Discount
Group Net Total
Group List Total
etc.
And importantly:
CPQ allows summary rollups from groups to quote-level fields automatically without running price rules.
Zero price rule executions → lower CPU usage
Faster calculation because summary variables do not have to iterate across all quote lines Native functionality is always more performant than custom rules Cleaner design: assign each product family to its own Quote Line Group Benefits:This matches Salesforce CPQ's recommended best practice:
Use Quote Line Groups for logical grouping and auto-summaries instead of summary-variable-based price rules whenever possible.

NEW QUESTION # 84
Which Revenue Cloud feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Customer Asset Lifecycle Management (CALM)
- B. Order
- C. Subcription
- D. Renewals
- E. Amendments.

Answer: C

NEW QUESTION # 85
Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which Service Region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. Europe
- B. Japan
- C. Service Region has no performance impact
- D. Australia
- E. North America

Answer: A

Explanation:
The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:
The service region is geographically close to the Salesforce org.
Since the org is hosted in the EU:
✔ D - Europeis the correct service region, which reduces latency and speeds calculation.
Why the others are wrong:Option

Why Incorrect
A - No performance impact
100% incorrect; region affects latency heavily.
B - North America
Far from EU, adds latency.
C - Japan
Even slower.
E - Australia
Worst possible latency option.
Thus D is correct.

NEW QUESTION # 86

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?
Choose 3 answers

- A. Extracting from multiple sources takes additional resources and time to access and process
- B. The creation of external objects will bypass the need for legacy data migration
- C. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- D. The Amendments and Renewals process will be subject to customizations
- E. Large volumes of data take a longer time to load.

Answer: A,C,E

Explanation:
These are the three factors that increase scope during legacy data migration for Revenue Cloud:
✔ A - Extracting from multiple sources takes more time and resourcesIf legacy data is spread across multiple CRMs, ERPs, billing engines, or flat files, this increases:
Extraction complexity
Mapping effort
Data cleansing time
This always expands project scope.
✔ B - Fragmented or incomplete information must be aggregated and validatedIf legacy data is dirty or inconsistent:
Amendments fail
Renewals break
CPQ calculations are wrong
Billing proration becomes inaccurate
Data validation + cleanup = additional scope.
✔ D - Large data volumes take longer to loadFull loads of:
Order Products
Subscriptions
Assets
Contracts
...can take hours to days, requiring:
Batch loading
Testing
Restart planning
Performance tuning
This clearly expands scope.
Why C and E are not correct:Option
Reason
C - External objects eliminate migration
Completely false. CPQ/Billing cannot use external objects for core processes such as pricing, contracting, amendments, renewals, invoicing.
E - Amendments/Renewals require customizations
Not a migration consideration; it is a design topic, not a factor that expands migration scope.

NEW QUESTION # 87

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

Answer: C,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 datesThis 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 instanceThis 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 incorrectOption
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 # 88

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