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CCRN EXAM CRAM LATEST 2024-2025 ACTUAL QUESTIONS AND CORRECT ANSWERS|GRADED A+

treatment for Systolic heart failure - ANSWER--beta blockers

-ace inhibitors/ARBS

-positive inotropes

heart sounds - ANSWER-S1, S3, S4= heard at apex

S2= heard at base

S3= r/t heart failure

S4= r/t MI, HTN, ventricular hypertrophy, and aortic stenosis

mitral stenosis is associated with... - ANSWER-atrial fibrillation due to atrial enlargement that occurs over time

1. stenosis occurs with...

2. insufficiency occurs with... - ANSWER-1. an open valve.

2. a closed valve

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q48-Q53):

NEW QUESTION # 48
sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.
what should the admin do to resolve this issue?

- A. Recommend CPQ and billing design solutions within proper capabilities
- B. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- C. All bundles that have more than 20 product should be split into smaller bundles
- D. Enable large configurations setting should not be used in such a case.

Answer: B

NEW QUESTION # 49
Salesforce CPQ and salesforce billing has been installed to a newly created org. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. routine generation of quote having 200 quote
- B. lines routine generation of invoices having 200 invoice lines
- C. multiple automation types (trigger/work flows, flows) on a single object
- D. External API calls within the pricing sequence
- E. extensive use of quote line custom fields

Answer: C,D,E

Explanation:
These three patterns negatively impact Revenue Cloud scalability and performance:
✔ A - Multiple automation types on a single objectTriggers + Workflows + Flows create:
CPU limit issues
Debug complexity
Recursion
Unpredictable execution order
This is a major anti-pattern.
✔ B - External API calls during pricing sequenceQCP or Price Rules must never call external APIs because:
They block calculator execution
Cause timeouts
Dramatically slow down quote save time
This is a severe performance issue.
✔ C - Extensive custom fields on Quote LineEvery Quote Line field:
Increases calculation payload size
Increases JSON transmitted to the calculator
Slows down Quote Calculation
Impacts large quotes significantly
Why D and E are not performance design flawsOption
Why Not a Design Problem
D - Quotes with 200 lines
CPQ supports scaling to far more than 200 lines with proper configuration.
E - Invoices with 200 lines
Billing handles this volume normally. Performance issues arise at thousands of lines.

NEW QUESTION # 50
A Revenue Cloud user story for a Subscription-based Company Looking toreplace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order toreward loyal customers "what should be included in the design of this solution?

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

Answer: A,B

Explanation:
User Story"As a pricing manager, bulk discounts must include previously purchased quantities for pricing calculations on the quote to reward loyal customers." This refers to historical purchases influencing tiered or volume discounts.
In Salesforce CPQ, the only native feature that supports "include prior purchases when calculating discount tiers" is:
✔ Discount Schedules with Cross Orders enabledThis setting tells CPQ to:
Look at existing subscriptions, assets, orders, and previous quote lines Aggregate prior quantities Apply tiered volume discount based on the total owned quantity + new quantity But for Cross Orders functionality to work...
✔ Historical Subscriptions / Assets must existSo you must migrate historical:
Contracts
Subscriptions
Assets (if asset-based ordering)
Without that data, CPQ cannot aggregate historical quantities.
Correct answer: B and E✔ B - Populate Contracts, Subscriptions, and Assets with historical dataCPQ needs these to calculate previously purchased quantities.
✔ E - Discount Schedules with Cross Orders checkedThis is the actual feature that uses prior purchased amounts to determine discount tiers.
Why the other options are not correct:Option
Why Incorrect
A - Custom Action
Unnecessary. CPQ has native Cross Orders behavior.
C - Summary Variable
Summary variables do not summarize external historical purchases.
D - Migrate Orders & Invoices
Not required for CPQ pricing. Only Subscriptions/Assets matter.

NEW QUESTION # 51
which three are key steps when documenting user stories?

- A. Design the solution while the business process is being defined
- B. Identify the acceptance criteria or result for satisfying the user story.
- C. Document user acceptance test scripts for the user story.
- D. Know which business process the requirement supports to categorize the user story
- E. Identity the actor or personas in this user story

Answer: B,D,E

Explanation:
Salesforce user story best practices include:
A - Know the business process the story supports
B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:
C Designing the solution before the business process is finalized violates Salesforce implementation methodology.
D Writing test scripts is UAT preparation, not part of writing user stories.

NEW QUESTION # 52
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. Discount Schedule
- B. Multi Dimensional Quoting
- C. Price Rule with lookup table

- D. Percent of total

Answer: C

Explanation:
This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height. These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.
Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.
✔ Why Price Rule with Lookup Table is the correct answerSalesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.
Lookup tables can key off of multiple dimensions, e.g.:
Length
Width
Height
A price rule performs the lookup at calculation time and sets:
List Price, or
Custom price field
Create custom fields on Quote Line:
Length__c
Width__c
Height__c
Build a Lookup Table with key columns:
Length range
Width range
Height range
Resulting price
Build a Price Rule that uses:
Price Conditions → to map entered dimensions
Lookup Query → to fetch matching price
Price Action → to set the Quote Line's Unit Price
Relevant capabilities:Typical CPQ design for dimensional pricing:This is exactly the pattern Salesforce recommends for multi-attribute pricing.
☐ Why the other options are incorrectA. Percent of TotalUsed for:
Support fees
Add-on fees based on parent productsNot for dimensional pricing.
B . Multi-Dimensional Quoting (MDQ)Used for:
Term-based pricing (Year 1, Year 2, Year 3)
Usage tiers over time
MDQ does not support 3-dimensional physical attributes.
C . Discount ScheduleSupports:
Volume tiering
Quantity-based pricing
Does not support multi-attribute dimensional pricing.

NEW QUESTION # 53

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