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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q58-Q63):

NEW QUESTION # 58
What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

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

Answer: D

NEW QUESTION # 59
What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

- A. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.
- B. They are computationally Expensive.
- C. Formula field data is not always available during CPQ quote calculation
- D. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value
- E. They can easily exceed limits if not carefully designed and tested

Answer: B,C,E

Explanation:
In Salesforce CPQ + Billing (Revenue Cloud), heavy use of cross-object formula fields can create serious performance, calculation, and reliability issues. Salesforce product documentation and CPQ study guides highlight several risks related to:
Quote calculation engine performance
SOQL query depth
Runtime evaluation limits
Data availability timing during synchronous calculations
Below is the breakdown of the options:
 A. Formula field data is not always available during CPQ quote calculationCorrect.
Salesforce CPQ reads values at calculation time, but cross-object formula fields may:
Not resolve in time if they depend on parent records updated within the same transaction Return stale values because formula evaluation is not recalculated in real time mid-calculation Fail during QCP or price rule evaluation due to record access/state issues
This is a known risk documented in CPQ technical architecture guidance.
 B. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.Incorrect.
Formula fields do NOT have unlimited access. They are limited to 10 relationship levels.
While data changes on parent objects can affect formula results, this is not a primary risk emphasized in Revenue Cloud implementation guidance.
Therefore, not one of the three correct risks.
 C. They are computationally expensive.Correct.
Formula fields-especially cross-object ones-are recalculated at runtime every time:
The referenced record is queried
CPQ calculator reads them during price rule evaluation
Billing processes (Invoice Run, Usage Rating, etc.) reference them
This can significantly slow down:
Quote calculations
Order/Invoice generation
Any multi-object SOQL-heavy logic
This is a well-known performance risk.
 D. They can easily exceed limits if not carefully designed and testedCorrect.
Cross-object formulas contribute to:
SOQL query depth limits
CPU time limits

Formula size complexity
Relationship depth limits
In CPQ/Billing, where Quote and Quote Line processing already push platform limits, too many formula fields can cause:
Calculation failures
Invoice/Order creation errors
Apex limit exceptions
Salesforce documentation warns against heavy formula usage for precisely these scalability concerns.
 E. Formula fields are editable, after calculation a user/process can overwrite the valueIncorrect.
Formula fields are never editable by users or automation.
Their values are dynamically calculated from their formula expressions.
Therefore, this option is not a valid risk.

NEW QUESTION # 60
What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Flow that is triggered when the record is created and run before the record is saved
- B. Use a Quote Calculator Plugin (QCP)
- C. Use a Work Flow
- D. Use a Custom Setting

Answer: A

Explanation:
Requirement:
Set Legal Entity on Order Product and OP Consumption Schedule in a scalable way.
Runs before insert, so no second update transaction is needed.
Scalable (bulk-safe, low CPU, no recursion).
Modern Salesforce best practice for field population.
Works consistently across:
Order Products
Usage/Consumption Schedules
Why D. Before-Save Flow is correctWhy not the others?Option
Why Incorrect
A . Workflow Rule
Deprecated, not scalable, cannot run before-save.
B . Custom Setting
Storage mechanism, not automation logic.
C . QCP
Only affects Quote stage, not Order Products or Consumption Schedules AFTER order creation.
Thus **D is the correct, scalable, and recommended pattern.

NEW QUESTION # 61
During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. description of new requirements that will help fix the issue
- B. Expected results
- C. expected resolution date
- D. steps to replace issue
- E. quote number order number or invoice number

Answer: B,D,E

Explanation:
During UAT, any incident related to invoice totals must include information that allows the consultant or tester to reproduce and diagnose the issue quickly.
✔ B - Quote number, Order number, or Invoice numberThese IDs allow the consultant to immediately:
Locate the exact transaction
Review invoice lines, tax, proration, billing rules

Check data mapping and calculation sequence
This is essential for any Revenue Cloud troubleshooting scenario.
✔ D - Steps to replicate the issueWithout reproducible steps, diagnosis is almost impossible.
UAT defect triage requires:
Exact user actions
Fields populated
Sequence of operations (e.g., "Bill Now", "Invoice Run", etc.)
This is a Salesforce UAT best practice.
✔ E - Expected resultsCrucial for determining:
Whether the system is incorrect
Whether requirements were misunderstood
Whether recalculation logic (tax, proration, discounts) was expected to behave differently Why Other Options Are IncorrectOption
Why Wrong A - Description of new requirements UAT incidents are not for new requirements; they are for defects.
C - Expected resolution date
Not part of incident description; it's part of project management, not defect logging.
Final answer: B, D, E

NEW QUESTION # 62
How does Hold Billing work?

- A. It Prevents invoice document generation and stops email notifications from going out to the customer.
- B. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- C. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"
- D. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".

Answer: C

Explanation:
Salesforce Billing's Hold Billing field on Order Product works exactly as follows:
When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.
Once the user sets Hold Billing back to No, Billing:
Calculates the missed invoice periods
Creates catch-up invoice lines so billing is not lost
Correct Behavior (per Documentation)This means:
✔ Invoicing is suspended
✔ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.
Why the other answers are incorrectOption
Description
Why Incorrect
A
Prevents invoice document generation and emails
Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.
B
Hold Billing auto-resets on activation
False. Hold Billing is a manual field and does not auto-clear.
D
Only invoices after Hold Billing is set to No are created
Incorrect-Billing creates catch-up invoices for missed time.
Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 63
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