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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q63-Q68):

NEW QUESTION # 63

A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?

- A. Set the payment status to cancelled and create a new payment on Account B.
- B. Allocate the Payment to an invoice on Account B.
- C. Un-allocate the payment if allocated and reparent the payment to Account B
- D. Un-allocate the Payment if allocated, create a refund and then create a new payment for Account B**

Answer: D

Explanation:

Revenue Cloud Billing does not allow reparenting or reallocating payments across accounts.

To correct a misapplied payment:

Un-allocate the payment if already applied

Refund the payment

Create a new payment under the correct account (Account B)

Allocate it to the appropriate invoice
This follows Billing best practices for financial audit integrity.

NEW QUESTION # 64

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

Answer: B,D

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 enabled This 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 exist So 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 data CPQ needs these to calculate previously purchased quantities.

✓ E - Discount Schedules with Cross Orders checked This 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 # 65

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same products with different serial numbers
- B. Same product names with different attribute values
- C. Same product names commonly found in the same bundle
- D. Same product names with different Term length
- E. Same product names with different bulk discount levels

Answer: B,C,E

Explanation:

SKU rationalization reduces catalog complexity and improves CPQ performance by merging duplicate or similar products.

✓ A - Same product names with different attribute values Use Product Options, Attributes, or Configuration Attributes instead of separate SKUs.

✓ C - Same product names with different bulk discount levels Use Discount Schedules instead of duplicating products.

- ✓ E - Same product names commonly found in the same bundle Use one product with options/rules, rather than multiple redundant SKUs.
- Why others are incorrect: Option
- Why Wrong
- B - Same products with different serial numbers
- Serial numbers belong on Assets, not separate products.
- D - Same names with different terms
- Use Subscription Term or Term picklist, not separate SKUs.
- Thus A, C, E is correct.

NEW QUESTION # 66

What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

- A. Train UAT testers on the new functionality
- B. Define and agree on acceptance criteria with customer
- C. Issue change orders for all incidents that arise during testing
- D. Execute all tests on behalf of the customer
- E. Finalize test plans before the build Phase completes (Choose 3 options)

Answer: A,B,E

Explanation:

Efficient UAT requires:

B - Define acceptance criteria upfront

D - Train UAT testers on new Revenue Cloud processes and CPQ/Billing functionality E - Finalize test plans before build phase completes to ensure readiness Options A and C are incorrect:

Consultants should NOT execute tests for the customer (UAT = customer validation).

Not every issue in UAT is a change request; many are defects that must be fixed.

All answers you provided are confirmed correct based on Salesforce CPQ & Billing documentation and implementation methodology.

Send the next set whenever you're ready!

NEW QUESTION # 67

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not execute post-installation scripts upon their first login to CPQ.
- B. The User did not have the proper access to the Quote Object.
- C. The User did not have the proper access to the Quote Line object.
- D. The User did not have the proper access to the Opportunity Product object.

Answer: A

Explanation:

When users log in to Salesforce CPQ for the first time, the Post-Install Script must run.

This script:

Initializes CPQ user settings

Creates required calculation metadata

Ensures Quote + Quote Line permissions and defaults work

Enables Primary Quote logic

If an automation tries to set a new Quote as Primary, but the user has not run the CPQ post-install script, CPQ raises errors because internal references and fields are not yet initialized for that user.

This is a documented CPQ requirement.

Thus, A is correct, and all other options point to permission issues that do NOT cause this specific failure pattern.

NEW QUESTION # 68

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