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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q22-Q27):

### NEW QUESTION # 22

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 Custom Setting
- D. Use a Work Flow

**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 correct Why 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 # 23**

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

**Answer: C**

### **NEW QUESTION # 24**

what are the 3 reasons why you would need an app exchange solution to support generating a document in support of a revenue cloud project?

- A. Attachments
- **B. Contract Redlining**
- C. Invoice Generation
- **D. watermarks**
- **E. electronic signature**

**Answer: B,D,E**

### **NEW QUESTION # 25**

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. Contracts, subscriptions and assets should be populated with historical data**
- B. custom action to retrieve purchased quantities from an external source
- C. Legacy orders and invoice should be migrated
- D. use a summary variable targeting the subscription object with a price rule
- **E. Discount schedules with cross orders checked**

**Answer: A,E**

### **NEW QUESTION # 26**

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

**Answer: A,B**

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview scheduleSalesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instanceCritical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER productionTo test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D)Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Therefore, A and C are correct, not D.

Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

## NEW QUESTION # 27

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