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NEW QUESTION: 1
universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?
A. Add the partner type field to the calculating fields field set
B. Refresh post install scripts
C. calculation Include the field in a custom metadata setting
D. Setup a quote calculator plugin to ensure the custom field triggers
Answer: (SHOW ANSWER)

NEW QUESTION: 2
A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?
A. Contracted Pricing
B. order products
C. entitlements
D. Subscription
Answer: (SHOW ANSWER)
The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.
In Salesforce CPQ, the object that stores account-specific negotiated prices is:
Contracted Pricing (SBQQ__ContractedPrice__c)
This object overrides standard list prices during quoting based on:
Account

Product
Pricebook
Contract linkage
Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

NEW QUESTION: 3
Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?
A. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
B. Customize Revenue Clouds user interface so the customer experiences no major interruption to the new system
C. Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology
D. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
Answer: (SHOW ANSWER)
Revenue Cloud implementations should NOT replicate outdated legacy CPQ logic.
Instead, Salesforce best practices require business transformation:
Understand current and future-state processes
Challenge legacy limitations
Use standard functionality wherever possible
Remove unnecessary customizations
✓ Correct answer: COptions A, B, and D represent anti-patterns:
Option
Why Incorrect
A - Map legacy CPQ logic
Leads to replicating outdated processes rather than improvement.
B - Customize UI to mimic legacy
Increases technical debt and destroys scalability.
D - Keep legacy CPQ
Two CPQ systems create conflicts and are not recommended.
Thus C is correct.

NEW QUESTION: 4
What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?
A. Design Document
B. Migration from Sandbox to Production
C. Complete deployment migration plan
D. Customer Acceptance sign off
E. Change Order

Answer: (SHOW ANSWER)

NEW QUESTION: 5
what are the 3 reasons why you would need an app exchange solution to support generating a document is support of a revenue cloud project?
A. watermarks
B. Invoice Generation
C. Contract Redlining
D. electronic signature
E. Attachments
Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 6
Which corrective action should an admin take after noticing an error on a posted invoice?
A. Delete the invoice record, correct the order, create and Post a new invoice
B. credit the invoice, correct the order, create and post a new invoice
C. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
D. Cancel and rebill, correct the order, create and post a new invoice.
Answer: (SHOW ANSWER)

NEW QUESTION: 7
A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?
A. Create a support case and request to increase the processing limits so that price rules perform better.
B. Implement lookup price rules where applicable
C. Implement Quote Calculator Plugin where Possible to replace price rules.
D. Implement triggers and Apex that behave like price rules.
E. Replace recursive price rule logic with nested bundles. (Choose 2 options)
Answer: (SHOW ANSWER)
Salesforce CPQ performance can degrade with:
Too many price rules
Sequential calculator complexity
Recursion
90 rules is high, so optimization is needed.
✓ B. Implement Lookup Price RulesLookup Price Rules reduce:
Rule count
Condition logic
Maintenance complexity

A lookup table collapses many price rules into one rule, significantly improving performance.
✓ C. Use Quote Calculator Plugin (QCP)QCP replaces multiple price rules with:
A single JS module
Faster calculations
More flexible logic
Improved performance, especially with:
Complex math
Multi-stage calculations
External data lookups
QCP is the recommended performance strategy when price rules become too heavy.
Why the other options are incorrect:Option
Why Incorrect
A . Request increased limits
Salesforce does not increase CPQ calculator limits via support.
D . Apex triggers instead of price rules
Not allowed; quote line editor uses client-side calculator, not Apex.
E . Replace rules with nested bundles
Does not solve pricing logic complexity and may worsen configuration performance.
Thus, B and C are correct.

NEW QUESTION: 8
Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?
A. utilize the import lines feature to migrate quote & quote line data
B. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
C. Migrate contract and subscription data via data loader
D. migrate opportunity , quote ,and quote line data via data loader
E. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable
Answer: (SHOW ANSWER)

NEW QUESTION: 9
An order has 5 order products that bill monthly.
One of the order products require 2 months of charges to appear on the next invoice without modifying invoicing for the other order products.
What field will need to be used to accomplish this task?
A. Override Next Billing Date
B. Hold Billing - C. Target Date
C. Bill Through Date Override
D. Bill Now
Answer: (SHOW ANSWER)

The requirement:
One Order Product must invoice 2 months of charges on the next invoice, without affecting the other 4 Order Products.
To do this, you must tell Billing to:
Skip 1 billing cycle
Jump ahead to a future billing date
Without impacting other Order Products
Without modifying invoicing schedule globally
The correct way is to set:
✓ Override Next Billing Date→ This forces the next invoice line to include charges up to the new date, resulting in multiple periods billed together.
Why others are wrong:Option
Explanation:
B - Hold Billing
Pauses billing entirely; does NOT create multi-month invoices.
C - Target Date
Controls invoice run date, not multi-period billing.
D - Bill Through Date Override
Controls end date of a prorated period, not the number of periods billed.
E - Bill Now
Generates an immediate invoice but still only bills 1 period unless dates are overridden.
Thus A (Override Next Billing Date) is correct.

NEW QUESTION: 10

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

A. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
B. Enable the CPQ Package setting for "Large Quote Experience"
C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
Answer: (SHOW ANSWER)
When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.
Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.
The Salesforce documentation states:

Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.
It is not set arbitrarily; it must be based on empirical volume testing results.
This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.
Therefore, option D is the correct implementation.

NEW QUESTION: 11
Which two steps should an implementation team take to integrate Revenue Cloud to another system? Choose 2 answers
A. Share printed quote form with the customer to manually enter in their ERP
B. Load quote fields and values in a file and share that with the customer
C. Design an architecture view of how data integrates and flows between systems
D. Complete a source to target mapping of the fields that will integrate between systems
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 12
What does the 'safe harbor' slide at the beginning of every salesforce presentation means?
A. roadmap capability will be released exactly as they are demonstrated
B. new release capabilities will not have impact to existing implementations
C. anything presented from salesforce must be kept confidential
D. mergers and acquisitions integrations are immediate
E. You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities.
Answer: (SHOW ANSWER)
The Salesforce Safe Harbor statement exists to remind customers:
They should only make scoping, planning, design, and purchasing decisions based on current, available functionality, not forward-looking statements or roadmap presentations.
Salesforce does not guarantee:
Release timing
Exact feature delivery
Backward compatibility

NEW QUESTION: 13
what planning strategies should be taken to make user acceptance testing (UAT) Efficient?
A. Execute all tests on behalf of the customer
B. Define and agree on acceptance criteria with customer
C. Issue change orders for all incidents that arise during testing
D. Train UAT testers on the new functionality
E. Finalize test plans before the build Phase completes
Answer: (SHOW ANSWER)

Efficient UAT in Revenue Cloud requires:
✓ B - Define acceptance criteria with the customerEnsures clarity on what "pass" means.
✓ D - Train UAT testers on the new functionalityUAT fails quickly if testers don't know how to use CPQ/Billing.
✓ E - Finalize test plans before the build is completedEnsures UAT is ready and structured once the sandbox is available.
Incorrect options:
A: Consultants should NOT execute tests on behalf of customers.
C: Not all issues in UAT require change orders; many are defects to be corrected.

NEW QUESTION: 14
Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?
A. Information
B. Technology
C. Sales operations
D. Accounting and finance
E. Customer Service
F. Human Resource
Answer: (SHOW ANSWER)
The three customer teams that must be involved in Revenue Cloud scoping are:
✓ A - Information (Product / Pricing owners)They define product catalog rules, pricing models, and offerings.
✓ B - Technology (IT/Architecture)Ensures integration, data migration, security, and platform alignment.
✓ C - Sales OperationsOwns quoting flows, approvals, discounting, sales motions, and user experience.
These teams define core CPQ processes.
Why others aren't required at scoping:Team
Why Not Required
D - Accounting/Finance
Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.
E - Customer Service
Usually relevant for Service Cloud and CALM, not initial CPQ scoping.
F - Human Resources
Irrelevant to CPQ and Billing.
Thus A, B, C is correct.

NEW QUESTION: 15
Should Bundles be a scoping topic of discussion as part of a CPQ project?
A. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.

B. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.
C. No, if the customer is not using bundle configuration currently, they won't need it in the future.
D. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.
Answer: B (LEAVE A REPLY)
In every Salesforce CPQ implementation, Product Bundles are one of the core configuration capabilities that must be discussed during scoping and discovery-even if the customer does not initially think they need them.
✓ Why the correct answer is BB. Yes, bundle configuration should be introduced and it's up to the customer to decide whether they need it or not.
This aligns fully with Salesforce CPQ implementation best practices, discovery methodology, and the guidance in CPQ documentation and study resources.
Why bundles must be discussed in scopingSalesforce CPQ Bundles are used to solve many common quoting problems:
Grouping products together
Managing optional/required components
Handling feature selections
Automating inclusion, exclusion, or quantity logic
Supporting configuration rules
Ensuring sales reps configure solutions correctly
Improving quote accuracy
Providing guided selling experiences
Because bundles fundamentally shape:
Product catalog architecture
Pricing structure
Rules design
Quote line generation
Amendment/Renewal behavior
Order + Billing outputs
...they must be addressed early during discovery and scoping to avoid major redesign later.
Salesforce implementation playbooks emphasize:
Introduce all CPQ capabilities during discovery.
Allow the customer to confirm whether a capability meets their use cases.
Document decisions in the solution design before build.
Therefore, bundles should always be a topic of discussion, but the customer chooses whether they need them based on business requirements.
✕ Why the other options are incorrectA. "Bundle configuration is necessary and should always be implemented."Incorrect because:
Not all customers need bundles.
Some catalogs are simple, flat, or priced per unit with no component logic.

Salesforce CPQ documentation does not state bundles are mandatory.
C . "If they don't use bundles now, they won't need them later."Incorrect because:
Customers often evolve pricing and product strategies.
Many legacy quoting tools do not support bundles, so current-state ≠ future-state.
CPQ discovery must capture future-state needs.
D . "Assume no bundle configuration unless customer brings it up."Incorrect because:
Customers often don't know what CPQ bundles can do.
CPQ consultants are responsible for educating customers on capabilities.
Failing to introduce bundles leads to:
Incorrect product catalog design
Broken pricing logic
Large rework later in the project
This contradicts CPQ best-practice discovery methodology.

NEW QUESTION: 16
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. Review status.salesforce.com to determine refresh cutoff for the new release
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. Submit a ticket to support when you want your sandbox Updated.
Answer: (SHOW ANSWER)
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: 17
Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?
A. A sample proposal the client provides to their customers
B. Brochures that provided detail to the products and services the client offers
C. The latest release notes found at help salesforce.com>salesforce CPQ patch notes
D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
E. The clients income statements and balance sheet.
Answer: A,B,D (LEAVE A REPLY)
Before a scoping session, the consultant should understand:
A - Sample proposals → reveals quoting format, pricing models, product structure.
B - Product brochures → clarifies offerings, catalog categories, bundles.
D - Approval matrix → shows governance controls required in CPQ.
Incorrect:
C Salesforce release notes are irrelevant to understanding customer requirements.
E Financial statements do not contribute to CPQ/Billing scoping.
Correct answers: A, B, D.

NEW QUESTION: 18
How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?
A. Enter the credit card details into a new payment Method record Click the Tokenize button
B. From the Payment credit cards related list, click the new credit card button.
C. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
D. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.

Answer: (SHOW ANSWER)
To save a new credit card Payment Method for future payments, the correct Salesforce Billing process is:
Correct documented methodFrom the Account Page:
Go to the Payment Methods related list
Click New Payment Method - Credit Card
Enter card details
Card is tokenized (via Payment Gateway)
Saved for future payments
This is exactly what option D describes.
Why the other answers are incorrectOption
Why Incorrect
A . Tokenize button
Outdated UI/legacy workflow; new UI and gateways tokenize automatically.
B . Payment credit cards related list
Not the standard Billing object structure; Salesforce Billing uses Payment Method object, not "Payment Credit Card".
C . Enter card details + encryption
PCI does not allow storing full credit card numbers in Salesforce even with Platform Encryption - credit cards must be tokenized via gateway, not stored directly.
Therefore:
The only correct Salesforce Billing approach is D.

NEW QUESTION: 19
An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?
A. Technical Architect
B. Project Manager
C. Customer Success Manager
D. Developer
E. Solution Architect
Answer: (SHOW ANSWER)
When an escalation occurs on a Revenue Cloud implementation, the question is:
Who is ultimately responsible for the success of the project?
While many roles contribute, the Project Manager (PM) is the one accountable for:
Scope
Budget
Timeline
Risk & issue management
Cross-team coordination
Customer communication

Driving escalations and resolutions
Salesforce project methodology is clear:
The Project Manager owns overall project success.
Why the other roles are not the primary accountable party:Role
Why Not Responsible for Overall Success
Technical Architect
Owns technical integrity, not project success.
Solution Architect
Owns functional solution design, not delivery metrics.
Developer
Executes tasks, not responsible for project outcome.
Customer Success Manager
Supports customer relationship but not delivery execution.
Thus, the correct answer is:
✓ B - Project Manager

NEW QUESTION: 20
What does INVEST stand for in the INVEST criteria when defining user stories?
A. Investable, Negotiable, Valuable, Estimable, Small, Testable
B. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
C. Independent, Negotiable, Valuable, Equal, Small, Testable
D. Independent, Negotiable, Valuable, Estimable, Small, Testable
Answer: (SHOW ANSWER)
INVEST criteria is a standard Agile user story quality framework.
Correct breakdown:
I - Independent
N - Negotiable
V - Valuable
E - Estimable
S - Small
T - Testable
Thus D is the correct choice.

NEW QUESTION: 21
Which 3 objects are updated when posting an invoice?
A. Quote
B. Invoice
C. Invoice Line
D. Order Product
E. Quote Line
Answer: (SHOW ANSWER)

NEW QUESTION: 22
A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?
A. Recommend using a single automation type for best Performance.
B. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.
C. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
D. Recommend the current automations are appropriate, optimize further if necessary.
Answer: (SHOW ANSWER)
The consultant discovers:
Multiple triggers
Workflows
Flows
Possibly recursion or conflicting automations... on the Opportunity, which is foundational for CPQ.
Salesforce Revenue Cloud Best Practice:Use one automation type (preferably Flow) to avoid conflicts, recursion, performance issues, and unpredictable ordering.
Too many automation types cause issues with:
CPQ Quote Sync
Opportunity → Quote event handling
Performance and CPU limits
Unpredictable execution order
Therefore:
✓ A - Recommend using a single automation type for best performanceThis aligns with:
Salesforce Well-Architected Framework
Salesforce CPQ implementation guidelines
General platform automation best practices
Why other options are incorrect:Option
Why Not Correct
B
Large Quote Threshold affects calculator performance, not Opportunity automation.
C
Multiple automation types is the problem, not the solution.
D
Accepting the current messy automation is not recommended before CPQ implementation.
Thus A is correct.

NEW QUESTION: 23
What fields are required on the usage record to load and rate the usage?

A. start date time, end date time, matching attribute, unit of measure, quantity, usage summary
Cloud Certified Practice Tests
B. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account
C. Account, order product, usage summary start date time, end date time, quantity start date time, end date time, matching ID, matching Attribute,
D. Unit of measure, quantity
Answer: (SHOW ANSWER)
To correctly load and rate Usage in Salesforce Billing, a Usage Record must contain the minimum required fields that allow the Billing Engine to:
Identify which subscription/order product the usage belongs to
Determine the billing period
Retrieve the correct rating method (per unit, tiered, etc.)
Apply account-level and billing-level context
Roll up usage into a Usage Summary for invoicing
Salesforce Billing documentation specifies that the following fields are required for rating:
Required Fields for Usage RatingField
Why it is required
Order Product (SBQQB__OrderProduct__c)
Links usage to the billable product and its pricing model
Start Date/Time
Used to determine billing period & usage summary matching
(End Date/Time)
Optional, depending on rating model
Quantity
Required for rating calculation
Unit of Measure
Required to match usage with the product's usage rate
Usage Summary Lookup (optional but required for import batching)
Groups usage records for processing
Account
Required for Billing Context
Option B is the only choice that correctly includes:
Order Product (mandatory for rating)
Start Date/Time
Quantity
Unit of Measure
Usage Summary Lookup
Account
This matches Salesforce Billing's usage rating prerequisites.

✓ Why other options are incorrect:A - Missing Order Product IDUsage cannot be rated without knowing which subscription/order product it belongs to.
So A is invalid.
"Matching ID" and "Matching Attribute" are not standard required fields for usage rating.
Overly broad and mixes irrelevant fields.
C - Includes fields that Salesforce does not require
D - Only includes UOM + QuantityInsufficient. Missing the essential contextual fields (Order Product, Date/Time, Account).
✓ Final Confirmed AnswerB. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account

NEW QUESTION: 24
which three are key steps when documenting user stories?
A. Know which business process the requirement supports to categorize the user story
B. Identity the actor or personas in this user story
C. Design the solution while the business process is being defined
D. Document user acceptance test scripts for the user story.
E. Identify the acceptance criteria or result for satisfying the user story.
Answer: (SHOW ANSWER)
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: 25
A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?
A. Order Product
B. Subscriptions
C. Quote
D. Assets
E. Order
Answer: (SHOW ANSWER)

NEW QUESTION: 26

An invoice run with a target date of 6/1/20 has completed with no errors.an order product with a next billing date of 6/1/20 did not generate an invoice line. which of the following fields might hold a value that would account for this?

A. invoice run processing status`

B. Billing type

C. Next change date

D. billing account

E. Billing day of month

Answer: (SHOW ANSWER)

NEW QUESTION: 27

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. quote number order number or invoice number

C. expected resolution date

D. steps to replace issue

E. Expected results

Answer: (SHOW ANSWER)

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: 28
Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?
A. Reducing the number of product rules and option constraints
B. increase the number of product of product rules and option constraints
C. using compressed image formats for image files included in the quote document
D. reducing the number of quote line fields displayed in the quote line editor
E. reducing the number of line columns that are included in the quote document
Answer: (SHOW ANSWER)
Document generation performance in CPQ depends heavily on template content size, not price rules or QLE performance.
✓ C - Use compressed image formatsLarge JPG/PNG images dramatically slow down:
Template rendering
PDF generation
Email attachment creation
Compressing images is a documented best practice.
✓ E - Reduce the number of line columns in the quote documentEach additional column:
Adds more data retrieval
Increases merge time
Slows PDF rendering
This is one of the primary causes of slow Quote Document generation in CPQ.
Why the other answers are incorrectOption
Why Wrong
A & B - Product rules / constraints
They affect quote calculation, not document generation.
D - Fields in QLE
QLE configuration does not affect document generation speed.
Thus C and E are correct.

NEW QUESTION: 29
What are three fundamental principles when scoping a Revenue Cloud Project?
A. Alignment with customer on cpq and billing Terminology
B. Add new technology to the existing Process
C. Lead with Business Requirements and Process
D. Think Transformation before Customization
E. Interview Customer first before Knowledge Sharing with the sales team.
Answer: (SHOW ANSWER)

The three core principles of scoping a Revenue Cloud (CPQ + Billing) project are:
✓ A - Alignment with customer on CPQ & Billing terminologyCPQ/Billing have specific terms (bundles, subscriptions, MRR, usage, amendments).
Shared vocabulary is essential for project success.
✓ C - Lead with business requirements and processSalesforce methodology stresses understanding:
Selling motions
Billing processes
Amendment/renewal lifecycle... before discussing configuration or technology.
✓ D - Think transformation before customizationRevenue Cloud succeeds when customers improve processes rather than recreating legacy systems.
Why the incorrect options fail:Option
Why Incorrect
B . Add new technology to existing process
Bad practice. Revenue Cloud encourages redesigning outdated processes, not replicating them.
E . Interview customer first before knowledge sharing
Opposite of best practice. Discovery is collaborative; knowledge sharing happens early.

NEW QUESTION: 30

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
C. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
Answer: (SHOW ANSWER)
Salesforce CPQ Renewals use two fields:
Used for pipeline forecasting
Should be checked as soon as the contract activates
Indicates revenue is expected at renewal
Indicates the renewal quote has actually been generated
Should be checked close to the contract end date
1. Renewal Forecasted2. Renewal QuotedThis is standard Salesforce CPQ renewal process guidance.
Correct logic:Forecast early, quote late.
Thus:

✓ D - "Renewal Forecasted should be checked early; Renewal Quoted should be checked near Contract End Date."

NEW QUESTION: 31

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user sure getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

A. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

B. Amendment of legacy contract and subscription data requires asset-based renewal method

C. Required fields are missing or incorrectly populated on the legacy contract and subscription data

D. Legacy subscription data are missing a lookup to a source quote line record

Answer: (SHOW ANSWER)

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects:Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect:Option

Why Incorrect

A . Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B . Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D . Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

NEW QUESTION: 32
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. Review status.salesforce.com to determine refresh cutoff for the new release
B. The platform ensures that all sandboxes are upgraded at the same time so wait forther update.
C. Determine whether your sandbox is on a preview or non preview instance.
D. Submit a ticket to support when you want your sandbox Updated.
Answer: (SHOW ANSWER)
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: 33
A revenue cloud customer has posted an invoice and now wants to add on more items from another order associated to that account without using invoice batches.
How can this be accomplished?

A. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

B. use bill now on the new order and reparent the new invoice lines to the existing invoice

C. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.

D. Use bill now on the new Order and consolidate the invoices.

Answer: (SHOW ANSWER)

Scenario:

A customer has:

A posted invoice

A new order for the same account

Wants to add items without using invoice batches

The correct approach:

✓ D - Use Bill Now on the new order and consolidate invoicesSteps:

Run Bill Now on the new order → generates a new invoice immediately.

Enable Invoice Consolidation (Billing settings / Account level).

Combine invoice lines from the new invoice into the already posted invoice.

Salesforce Billing supports invoice consolidation even after one invoice is posted.

Why the other options are wrongOption

Why Incorrect

A - Credit then Bill

Unnecessary; original invoice is correct and should remain posted.

B - Bill Now + reparent invoice lines

Reparenting posted invoice lines is NOT supported.

C - Cancel and Rebill

Only used to correct errors, not to add new order items.

Thus D is the correct solution.

NEW QUESTION: 34

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. Allocate the payment to an invoice on account B

B. Allocate the payment if allocated, create a refund and then create a new payment for account

C. Allocate the payment if allocated and reparent the payment to account B

C. Set the payment status to canceled and create a new payment on account B.

Answer: (SHOW ANSWER)

Scenario:

A payment is posted on the wrong Account

It must be applied to an invoice on a different Account

Payment is already posted

Salesforce Billing rules:

A posted payment cannot be reparented

A payment allocated to an invoice cannot simply be moved
Correct process is:
✓ B - If allocated, create a refund, then create a new payment on the correct accountDetailed steps:
Reverse (refund) the incorrect payment
Create a new payment on the correct account
Allocate that payment to the correct invoice
This ensures:
Proper audit trail
Compliance with financial controls
Correct ledger entries
Why the other options are wrongOption
Why Incorrect
A . Allocate payment to Account B invoice
Not allowed: payment is tied to Account A.
C . Reparent payment to Account B
Posted payments cannot be reparented.
D . Cancel the payment
Cancelling alone does not reverse ledger impact; refund process is required.
Thus B is correct.

NEW QUESTION: 35
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 invoice should be migrated
B. use a summary variable targeting the subscription object with a price rule
C. Contracts, subscriptions and assets should be populated with historical data
D. custom action to retrieve purchased quantities from an external source
E. Discount schedules with cross orders checked
Answer: (SHOW ANSWER)

NEW QUESTION: 36
Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user share getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?
A. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
B. Amendment of legacy contract and subscription data requires asset-based renewal method

C. Required fields are missing or incorrectly populated on the legacy contract and subscription data
D. Legacy subscription data are missing a lookup to a source quote line record
Answer: (SHOW ANSWER)
When Salesforce CPQ attempts to amend a contract, it relies on a very specific set of fields on:
Contract
Subscription
Asset (for asset-based models)
Quote Line (for amendment and renewal linkage)
If mandatory amendment fields are missing, CPQ's amendment engine will throw errors - most commonly:
"Attempt to de-reference a null object"
This happens because CPQ expects certain relationships and data points that do not exist in legacy-migrated records unless populated correctly.
✓ Why C is the correct answerWhen migrating historical Contracts and Subscriptions, CPQ requires certain fields to be populated, such as:
Account
StartDate
EndDate
Contract Number
Pricebook2Id
Contracted = TRUE
ContractId
Product2Id
Quantity
StartDate
EndDate
ListPrice
SalesPrice
SubscriptionType
Status = Active
TermStartDate
TermEndDate
Most importantly:
OriginalContractedListPrice
OriginalContractedSalesPrice
OriginalQuantity
OrderProductId (for order-based renewals)
AssetId (required depending on renewal model)
Contract Required FieldsSubscription Required FieldsIf any of these fields are missing or incorrectly mapped, the amendment engine fails.

CPQ amendment logic does not require a source quote line for legacy migrations, nor does it block amendments on migrated data if all required fields are present.
Thus C is the only answer consistent with CPQ documented behavior.
❌ Why the other answers are wrongA. Migrated contracts and subscriptions cannot be amended using Salesforce CPQIncorrect.
Salesforce CPQ fully supports amendment of migrated contracts/subscriptions as long as the required data is populated.
B . Amendment requires asset-based renewal methodIncorrect.
Legacy migrations can use either:
Contract-Based Renewal, or
Asset-Based Renewal
There is no requirement to switch to asset-based renewal.
D . Legacy data missing lookup to source quote lineIncorrect.
A lookup to the original Quote Line (SBQQ__QuoteLine__c) is not required for amendments.
It is only needed to support:
Contracted pricing logic reuse
Certain renewal pricing behaviors
Some reporting use cases
Missing this field does not block amendments and does not cause this error.

NEW QUESTION: 37
What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?
A. Use a Work Flow
B. Use a Custom Setting
C. Use a Quote Calculator Plugin (QCP)
D. Use a Flow that is triggered when the record is created and run before the record is saved.
Answer: (SHOW ANSWER)
Setting Legal Entity on:
Order Product
Order Product Consumption Schedule
Must be scalable, bulk-safe, and future-proof.
The most performant and Salesforce-recommended approach is:
No additional DML required
Runs before insert and update
Bulk-safe
Better performance than Workflow or Process Builder
No need to use QCP, which only affects Quotes-not Orders or Schedules
✓ Before-Save Flow (Record-Triggered Flow)Thus D is correct.

NEW QUESTION: 38

After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.
What strategy should the Revenue Cloud consultant recommend to the customer.
A. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
B. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT
C. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution
D. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
Answer: (SHOW ANSWER)
Your CPQ org is performing poorly because:
30 Process Builders running on Quote & Opportunity
Heavy customization
Excessive automation layers
Salesforce best practice for Revenue Cloud:
Remove technical debt BEFORE designing the CPQ/Billing solution.
Thus:
✓ C - Baseline performance and fix technical debt firstReasons:
CPQ depends heavily on synchronous calculations
Custom automations drastically increase sync time
Process Builder is deprecated; should be migrated to Flow
Poor performance must be cleaned before CPQ design
Why others are wrong:Option
Why Incorrect
A - Upgrade CPQ
Upgrading cannot fix org-level technical debt.
B - Mark issues out-of-scope
Avoiding technical debt leads to project failure.
D - Extend customization
Adding code on top of a broken process worsens performance.
Thus C is correct.

NEW QUESTION: 39
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 create separate quotes for each of the product families

B. it would be better to use a single price rule with 3 price actions

C. 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

D. the current solution with3 separate price rules is the most optimal solution

Answer: ([SHOW ANSWER]())

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.