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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	Revenue Cloud Implementation Management: This domain focuses on leading scoping sessions, capturing solution designs, preparing for projects, and managing build, test, deployment, and support phases.
Topic 2	New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Topic 3	Revenue Cloud Technical Design: This domain covers recommending CPQ and Billing solutions within managed package capabilities, analyzing legacy data implications, determining when customization is appropriate, and assessing project risks.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- **A. Load.**
- B. Load and Edit
- C. Always
- D. Save

Answer: A

Explanation:

Scenario Summary Universal Containers sells a bundle "Corporate IT Solutions." Inside it is a product option: Hardware Firewall.

Requirement:

If the customer previously purchased that Hardware Firewall (historical purchase), Then hide the product option inside the bundle during configuration.

This is a Configuration Rule

Using Selection/Filter logic to hide options

The rule must trigger as soon as the bundle loads, because the product option must be hidden before the user interacts with the bundle.

What type of Product Rule? Which Evaluation Event is Correct? Salesforce CPQ Product Rule Evaluation Events:

Event

When it Fires

Typical Use

Load

When the configuration page loads the first time

Hide/show options, preselect options, set initial values

Edit

On any user modification

Rerun rules based on changes

Load and Edit

Both events above

When both initial setup and change handling are required

Save

When the quote line editor is saved

Validation rules that block save

We need the product option to be hidden immediately when configuring the bundle.

It is not dependent on user edits.

It uses historical purchase data (Opportunity Product / Asset / Subscriptions).

In this requirement Therefore, the rule should fire at initial load only, not waiting for user interaction.

Always → not a valid Product Rule Event type in CPQ.

Save → too late; user would see the option before it's hidden.

Load and Edit → unnecessary; we do not need edits to trigger this rule.

Edit → would fail because hiding must occur before user interaction.

Why Not the Others? Salesforce CPQ Documentation Alignment CPQ Product Rules documentation states:

Use Load when you want the rule to evaluate immediately when the configurator opens, typically for hiding, filtering, or preselecting options.

This matches the required behavior perfectly.

NEW QUESTION # 75

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. The client's income statements and balance sheet.
- B. The latest release notes found at help.salesforce.com>salesforce CPQ patch notes
- C. An approval matrix documentation that describes the approvals needed before a quote is sent to the customer
- D. Brochures that provided detail to the products and services the client offers
- E. A sample proposal the client provides to their customers

Answer: C,D,E

Explanation:

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 # 76

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

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 # 77

Which 3 objects are updated when posting an invoice?

- A. Quote Line
- B. Invoice Line
- C. Invoice
- D. Order Product
- E. Quote

Answer: B,C,D

NEW QUESTION # 78

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the order start date
- B. Set the activation date
- C. Set the order end date
- D. Set the billing day of the month

Answer: A

Explanation:

The Order Management Plugin (OrderPlugin2) in Salesforce CPQ allows architects to override the default behavior of CPQ when generating Orders from Quotes.

According to CPQ developer documentation, the plugin can override:

Order start date

Order end date logic (in limited ways)

Order product behaviors

The key supported override is specifically:

Setting the Order Start Date programmatically

NEW QUESTION # 79

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