

CPQ and Billing Consultant Accredited Professional Valid Test Topics & AP-223 Free Download Demo & CPQ and Billing Consultant Accredited Professional Practice Test Training



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

>> [AP-223 Exam Outline](#) <<

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q79-Q84):

NEW QUESTION # 79

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

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

Answer: A,D,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 # 80

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. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable
- C. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- D. migrate opportunity , quote ,and quote line data via data loader
- E. Migrate contract and subscription data via data loader

Answer: A,B,D

NEW QUESTION # 81

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. Implement lookup price rules where applicable
- B. Implement Quote Calculator Plugin where Possible to replace price rules.
- C. Implement triggers and Apex that behave like price rules.
- D. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- E. Create a support case and request to increase the processing limits so that price rules perform better.

Answer: A,B

Explanation:

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 Rules
Lookup 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 # 82

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Independent, Negotiable, Valuable, Estimable, Small, Testable
- D. Investable, Negotiable, Valuable, Estimable, Small, Testable

Answer: C

NEW QUESTION # 83

A user story for a Revenue Cloud implementation states, "As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". What implementation option should a revenue cloud consultant pursue first?

- A. Set up an invoice scheduler
- B. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- C. Set up a Payment Scheduler
- D. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".

Answer: C

NEW QUESTION # 84

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