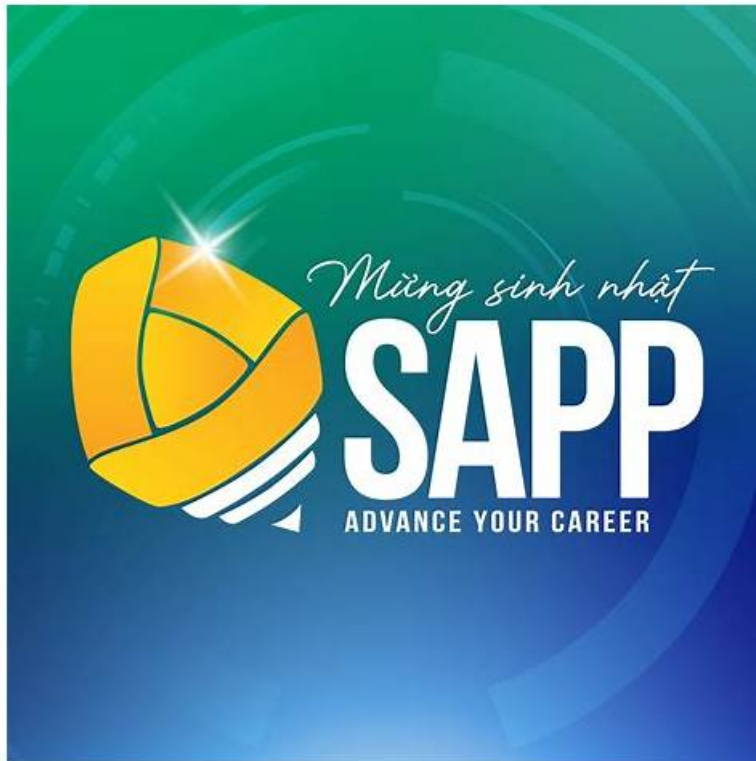


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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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 3	<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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q38-Q43):

NEW QUESTION # 38

A sales rep adds a bundle product from the Browse Catalog and saves it to their quote. They are unable to configure the Bundle from the Transaction Line Table or Browse Catalog Which permission is the sales rep missing?

- A. Product Configurator
- B. Advanced Configurator Designer
- C. Product Configuration Rules User

Answer: A

NEW QUESTION # 39

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. however, sales users are 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. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- C. Legacy subscription data are missing a lookup to a source quote line record
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

Answer: C

Explanation:

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

Reference

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION # 40

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 quote line groups for each of the product families and then use quote line group auto-summary functionality
- B. The current solution with 3 separate price rules is the most optimal solution
- C. It would be better to use a single price rule with 3 price actions
- D. It would be better to create separate quotes for each of the product families

Answer: A

Explanation:

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 answer Using 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.

NEW QUESTION # 41

When a sales user is amending assets, the amendment quote does not have a contract populated. What is the reason?

- A. The Amendment operation has been started after Renewal.
- B. The Amendment operation has been started from the Contract.
- C. The Amendment operation has been started from the Account.

Answer: C

NEW QUESTION # 42

A Revenue Cloud Consultant confirmed that a user has the correct permissions and license access to view and amend assets in Revenue Cloud. However, when the user navigates to the Account page, they do not see any assets available for amendment, even though active assets exist What is the reason the user cannot see the assets?

- A. The asset records have expired and, as a result, are no longer displayed on the Account page.
- B. The Managed Asset Viewer component and the Asset related list are missing from the Account page layout.
- C. The consultant needs to set up the Amend, Renew, and Cancel flow to allow amendments and renewals.

Answer: B

NEW QUESTION # 43

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