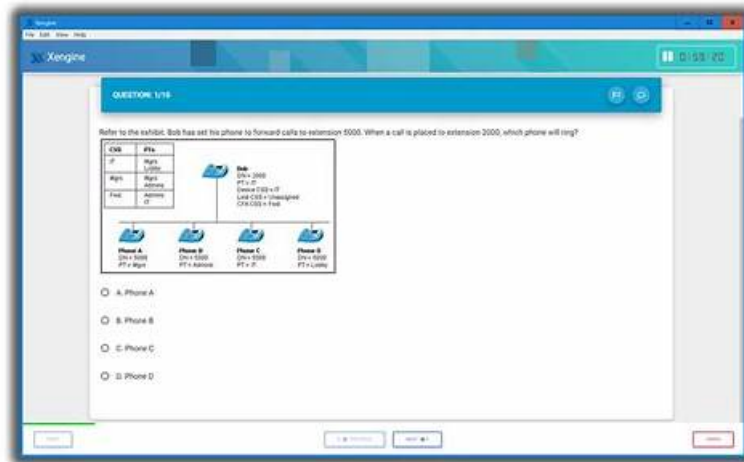


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## 100% Pass Quiz Latest Salesforce - AP-223 - Test CPQ and Billing Consultant Accredited Professional Free

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### Salesforce AP-223 Exam Syllabus Topics:

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

## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q81-Q86):

### NEW QUESTION # 81

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Design Document
- B. Complete deployment migration plan
- C. Change Order
- **D. Customer Acceptance sign off**
- E. Migration from Sandbox to Production

**Answer: D**

### NEW QUESTION # 82

Salesforce CPQ and salesforce billing has been installed to a newly created org. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- **A. External API calls within the pricing sequence**
- B. routine generation of quote having 200 quote
- **C. multiple automation types (trigger/work flows, flows) on a single object**
- **D. extensive use of quote line custom fields**
- E. lines routine generation of invoices having 200 invoice lines

**Answer: A,C,D**

Explanation:

These three patterns negatively impact Revenue Cloud scalability and performance:

✓ A - Multiple automation types on a single object Triggers + Workflows + Flows create:

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequence QCP or Price Rules must never call external APIs because:

They block calculator execution

Cause timeouts

Dramatically slow down quote save time

This is a severe performance issue.

✓ C - Extensive custom fields on Quote Line Every Quote Line field:

Increases calculation payload size

Increases JSON transmitted to the calculator

Slows down Quote Calculation

Impacts large quotes significantly

Why D and E are not performance design flaws Option

Why Not a Design Problem

D - Quotes with 200 lines

CPQ supports scaling to far more than 200 lines with proper configuration.

E - Invoices with 200 lines

Billing handles this volume normally. Performance issues arise at thousands of lines.

### NEW QUESTION # 83

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. Use a summary variable targeting the subscription object with a Price Rule.

- B. Discount schedules with Cross Orders checked. (Choose 2 options)
- C. Contracts, Subscriptions and Assets should be populated with historical data.
- D. Custom Action to retrieve Purchased quantities from an external source
- E. Legacy Orders and invoices should be migrated.

**Answer: B,C**

Explanation:

The requirement:

"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.

To support this:

✓ B - Contracts, Subscriptions and Assets should be populated with historical data CPQ reads existing Subscriptions/Assets to determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✓ E - Discount schedules with Cross Orders checked Salesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUE This allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

#### NEW QUESTION # 84

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. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- D. Create a support case and request to increase the processing limits so that price rules perform better.
- E. Implement triggers and Apex that behave like price rules.

**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 # 85**

Which is the correct sequence of evaluation events for a Price Rule, QuoteCalculator Plugin (QCP) and CPQ Package Pricing Engine?

- A. Internal Initialization -> On Initialization -> Calculate Formulas -> Before Calculate -> calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate
- B. On Initialization -> Before Calculate -> On Calculate -> After Calculate -> Internal Initialization -> Calculate Formulas ->> Calculate Quantities -> Price Waterfall Calculation
- C. Internal Initialization -> On Initialization -> Before Calculate -> Calculate Quantities ->>On Calculate -> Price Waterfall Calculation -> After Calculate -> Calculate Formulas
- D. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Water fall Calculation ->On Initialization -> Before Calculate -> On Calculate -> After Calculate
- E. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> On Initialization ->Before Calculate -> On Calculate -> Price Waterfall Calculation -> After Calculate

**Answer: A**

Explanation:

Correct CPQ Calculation Evaluation Order:

Internal Initialization

QCP - onInitialization()

Calculate Formulas (pre-calculation)

Price Rule - Before Calculate

Calculate Quantities

QCP - onCalculate()

Price Waterfall Calculation

QCP - AfterCalculate()

Option E is the only sequence that matches this.

**NEW QUESTION # 86**

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