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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.

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New AP-223 Exam Bootcamp, AP-223 Updated Test Cram

In today's rapidly changing Salesforce industry, the importance of obtaining Salesforce AP-223 certification has become increasingly evident. With the constant evolution of technology, staying competitive in the job market requires professionals to continuously upgrade their skills and knowledge. The ActualCollection is committed to completely assisting you in exam preparation with AP-223 Questions. Success in the CPQ and Billing Consultant Accredited Professional (AP-223) certification exam is crucial in the tech sector, where the stakes are high, and a single mistake can have significant consequences.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q20-Q25):

NEW QUESTION # 20

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall

Calculation→ After Calculate→calculate formulas

- **B. internal initialization →on Initialization→calculate formulas → Before Calculate→calculate quantities→ On Calculate→Price Waterfall Calculation→ After Calculate**
- C. internal initialization →calculate formulas →calculate quantities →on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- D. internal initialization →calculate formulas →calculate quantities →Price Waterfall Calculation →on Initialization → Before Calculate →On Calculate →After Calculate

Answer: B

Explanation:

The Salesforce CPQ calculation sequence includes:

Internal Initialization

QCP: onInitialization()

CPQ: Calculate Formulas (pre-calculation)

Price Rule Evaluation: Before Calculate

QCP: onCalculate()

Price Waterfall (Pricing Engine)

QCP: AfterCalculate()

Option D matches this exact order:

internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall → After Calculate

NEW QUESTION # 21

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. invoice run
- B. auto number
- C. source
- D. Legal entity
- **E. matching ID**

Answer: E

Explanation:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

NEW QUESTION # 22

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Multi Dimensional Quoting
- B. Percent of total
- **C. Price Rule with lookup table**
- D. Discount Schedule

Answer: C

Explanation:

This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height. These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✓ Why Price Rule with Lookup Table is the correct answer: Salesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities: Typical CPQ design for dimensional pricing: This is exactly the pattern Salesforce recommends for multi-attribute pricing.

□ Why the other options are incorrect: A. Percent of Total Used for:

Support fees

Add-on fees based on parent products: Not for dimensional pricing.

B. Multi-Dimensional Quoting (MDQ) Used for:

Term-based pricing (Year 1, Year 2, Year 3)

Usage tiers over time

MDQ does not support 3-dimensional physical attributes.

C. Discount Schedule Supports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

NEW QUESTION # 23

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. Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology
- B. Customize Revenue Clouds user interface so the customer experiences no major interruption to the new system
- C. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- D. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system

Answer: A

Explanation:

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: C Options 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 # 24

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. The current solution with 3 separate price rules is the most optimal solution
- B. It would be better to create separate quotes for each of the product families
- 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. It would be better to use a single price rule with 3 price actions

Answer: C

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 # 25

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