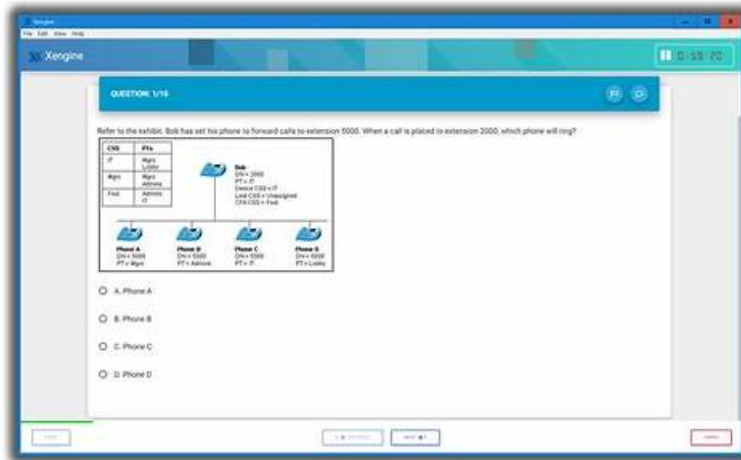


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A Salesforce AP-223 practice questions is a helpful, proven strategy to crack the Salesforce AP-223 exam successfully. It helps candidates to know their weaknesses and overall performance. BraindumpStudy software has hundreds of Salesforce exam dumps that are useful to practice in real time. The CPQ and Billing Consultant Accredited Professional (AP-223) practice questions have a close resemblance with the actual AP-223 exam.

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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q69-Q74):

NEW QUESTION # 69

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Quote Document and e-signature
- **B. Business Process Mapping**
- C. Products and Bundles
- D. Order Management

Answer: B

Explanation:

Salesforce CPQ scoping guidance always starts with Business Process Mapping to understand:

Lead → Opportunity → Quote → Contract → Order → Billing → Renewal lifecycles How CPQ/Billing should support the business Products, documents, e-signature, and order management all come after process mapping.

Thus A is correct.

NEW QUESTION # 70

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- **A. Yes, bundle Configuration should be introduced and it's up to the customer to decide whether they need it or not.**
- B. No, it is safe to assume that the customer doesn't need bundle configuration unless it's brought up specifically.
- C. Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- D. No, if the customer is not using bundle configuration currently, they won't need it in the future.

Answer: A

Explanation:

In every Salesforce CPQ implementation, Product Bundles are one of the core configuration capabilities that must be discussed during scoping and discovery-even if the customer does not initially think they need them.

✓ Why the correct answer is BB. Yes, bundle configuration should be introduced and it's up to the customer to decide whether they need it or not.

This aligns fully with Salesforce CPQ implementation best practices, discovery methodology, and the guidance in CPQ documentation and study resources.

Why bundles must be discussed in scopingSalesforce CPQ Bundles are used to solve many common quoting problems:

Grouping products together

Managing optional/required components

Handling feature selections

Automating inclusion, exclusion, or quantity logic

Supporting configuration rules

Ensuring sales reps configure solutions correctly

Improving quote accuracy

Providing guided selling experiences

Because bundles fundamentally shape:

Product catalog architecture

Pricing structure

Rules design

Quote line generation

Amendment/Renewal behavior

Order + Billing outputs

...they must be addressed early during discovery and scoping to avoid major redesign later.

Salesforce implementation playbooks emphasize:

Introduce all CPQ capabilities during discovery.

Allow the customer to confirm whether a capability meets their use cases.

Document decisions in the solution design before build.

Therefore, bundles should always be a topic of discussion, but the customer chooses whether they need them based on business requirements.

□ Why the other options are incorrectA. "Bundle configuration is necessary and should always be implemented."Incorrect because:

Not all customers need bundles.

Some catalogs are simple, flat, or priced per unit with no component logic.

Salesforce CPQ documentation does not state bundles are mandatory.

C . "If they don't use bundles now, they won't need them later."Incorrect because:

Customers often evolve pricing and product strategies.

Many legacy quoting tools do not support bundles, so current-state \neq future-state.

CPQ discovery must capture future-state needs.

D . "Assume no bundle configuration unless customer brings it up."Incorrect because:

Customers often don't know what CPQ bundles can do.

CPQ consultants are responsible for educating customers on capabilities.

Failing to introduce bundles leads to:

Incorrect product catalog design

Broken pricing logic

Large rework later in the project

This contradicts CPQ best-practice discovery methodology.

NEW QUESTION # 71

Choose 3 options.

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To get agreement on the roles and responsibilities of the implementation team and customer
- B. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- C. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- D. To ensure the implementation team is aligned with the customer on assigned work
- E. To ensure the implementation team can work independently for most of the project with little to no input from the customer

Answer: A,B,D

Explanation:

A governance structure is essential in every Revenue Cloud implementation.

It ensures:

✓ C - Clarity on roles & responsibilitiesAvoids confusion, ensures accountability.

✓ D - A communication plan between implementation team & customerCritical for issue management, design reviews, sprint planning

✓ E - Alignment on assigned workEnsures no duplication, no missed tasks, and smooth execution.

Why A and B are incorrect:Option

Reason

A

Governance does not mean the team works independently.

B

Governance does not assign extra work to the customer.

Thus C, D, E is correct.

NEW QUESTION # 72

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. use bill now on the new order and reparent the new invoice lines to the existing invoice C . Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- B. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- C. Use bill now on the new Order and consolidate the invoices.

Answer: C

NEW QUESTION # 73

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. Always
- C. Load and Edit
- 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 # 74

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