

High Pass-Rate AP-223 - CPQ and Billing Consultant Accredited Professional Latest Learning Materials



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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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Salesforce AP-223 Three Formats for Preparations

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q96-Q101):

NEW QUESTION # 96

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Custom Setting
- B. Use a Work Flow
- C. Use a Quote Calculator Plugin (QCP)

- **D. Use a Flow that is triggered when the record is created and run before the record is saved**

Answer: D

Explanation:

Requirement:

Set Legal Entity on Order Product and OP Consumption Schedule in a scalable way.

Runs before insert, so no second update transaction is needed.

Scalable (bulk-safe, low CPU, no recursion).

Modern Salesforce best practice for field population.

Works consistently across:

Order Products

Usage/Consumption Schedules

Why D. Before-Save Flow is correct Why not the others? Option

Why Incorrect

A . Workflow Rule

Deprecated, not scalable, cannot run before-save.

B . Custom Setting

Storage mechanism, not automation logic.

C . QCP

Only affects Quote stage, not Order Products or Consumption Schedules AFTER order creation.

Thus **D is the correct, scalable, and recommended pattern.

NEW QUESTION # 97

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry.

what is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- B. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- **C. Use Automation to set Tax Rule Based on the value of the custom field.**
- D. Use Automation to set Tax Treatment Based on the value of the custom field.

Answer: C

Explanation:

Requirement:

Product may be taxable or tax-exempt depending on a custom field (Industry).

In Salesforce Billing:

Tax rules determine whether a product line is taxable or exempt.

Tax rules can be driven by custom logic using:

Custom fields

Flow

Apex

Determination scripts

Therefore:

✓ C. Use automation to set the Tax Rule based on the custom field. Why not the others? Option Why Incorrect A . Tax Treatment Outputs tax result, but the rule determining taxability is the Tax Rule, not Tax Treatment.

B . Billing Rule

Controls invoice schedule, NOT taxability.

D . Revenue Recognition Rule

Controls revenue, not tax.

Thus C is the only valid solution.

NEW QUESTION # 98

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

Answer: D

Explanation:

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects: Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect: Option

Why Incorrect

A. Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B. Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D. Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

NEW QUESTION # 99

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

Answer: B,C

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 # 100

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- A. Customer Success Manager
- **B. Project Manager**
- C. Developer
- D. Solution Architect

Answer: B

Explanation:

When a Revenue Cloud project is escalated, the Project Manager is the role accountable for:

Overall project success

Scope, timeline, budget

Risk management

Issue resolution

Stakeholder coordination

Salesforce implementation methodology is clear:

The Project Manager owns project outcomes.

Thus D is correct.

NEW QUESTION # 101

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