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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

Topic 3	• 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 (Q69-Q74):

NEW QUESTION # 69
Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- B. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- C. Enable the CPQ Package setting for "Large Quote Experience"
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.

Answer: D

Explanation:
When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.
Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.
The Salesforce documentation states:
Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.
It is not set arbitrarily; it must be based on empirical volume testing results.
This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.
Therefore, option D is the correct implementation.

NEW QUESTION # 70
A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation.
which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- B. Review status.salesforce.com to determine refresh cutoff for the new release
- C. Submit a ticket to support when you want your sandbox Updated.
- D. Determine whether your sandbox is on a preview or non preview instance.

Answer: B,D

Explanation:
Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:
✔ A - Review status.salesforce.com for release and sandbox cutoff datesThis tells you:
When sandboxes will upgrade
Deadlines for refreshing to get onto Preview
Release milestones
✔ C - Determine whether your sandbox is on a preview or non-preview instanceThis determines your next action:
Preview instance → sandbox upgrades early
Non-preview → sandbox upgrades after production
This is essential to test the implementation before production is upgraded.
Why B and D are incorrectOption
Why Incorrect
B - "All sandboxes upgrade at the same time"
False: preview vs non-preview sandboxes upgrade at different times.
D - "Submit a ticket to support to upgrade sandbox"
Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

NEW QUESTION # 71
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:
The requirement is:
When configuring a bundle, if the customer has previously purchased a hardware firewall, the Hardware Firewall product option should be hidden during bundle configuration.
This means the Product Rule must evaluate immediately when the bundle configuration UI loads, so that the option is hidden before the user begins configuring.
Salesforce CPQ documentation clarifies the evaluation events for Product Rules:
Evaluation Events in CPQ Product RulesEvaluation Event
When it Fires
Use Case
Load
Fires immediately when the configurator opens
Use this when hiding options or preselecting options based on external or historical data, Assets, Subscriptions, etc.
Load and Edit
Fires on initial load and every time the user makes changes
Use when rules may need re-checking with every MODIFY step.
Save
Only fires when clicking Save
Use when validating configuration before saving (e.g., preventing invalid combinations).
Always
Fires during all events including load, edit, and save
Rarely used; typically only for enforcement rules.
You need the option hidden right when the configurator loads.
The rule uses historical data (previously purchased hardware firewall).That data does not change in real time during the configuration session.
There is no need to re-check during every selection or on save.
Why Load is the correct answer:Therefore, using Load provides:
Optimal performance
Immediate user experience consistency
No unnecessary re-evaluations
Overkill; runs multiple times unnecessarily.
Negative impact on performance in large quotes/bundles.
Why the other options are incorrect:☐ A. Always
Hiding an option at save time is too late.
The user should not see the firewall option at all if they already purchased it.
☐ B. Save
This re-evaluates the product rule every time the user interacts.
Not required because the "past purchase" condition does not change during configuration.
Adds unnecessary processing.
☐ C. Load and Edit

NEW QUESTION # 72

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A. Reducing the number of product rules and option constraints
- B. reducing the number of quote line fields displayed in the quote line editor
- C. increase the number of product of product rules and option constraints
- D. using compressed image formats for image files included in the quote document
- E. reducing the number of line columns that are included in the quote document

Answer: D,E

Explanation:
Document generation performance in CPQ depends heavily on template content size, not price rules or QLE performance.
✔ C - Use compressed image formatsLarge JPG/PNG images dramatically slow down:
Template rendering
PDF generation
Email attachment creation
Compressing images is a documented best practice.
✔ E - Reduce the number of line columns in the quote documentEach additional column:
Adds more data retrieval
Increases merge time
Slows PDF rendering
This is one of the primary causes of slow Quote Document generation in CPQ.
Why the other answers are incorrectOption
Why Wrong
A & B - Product rules / constraints
They affect quote calculation, not document generation.
D - Fields in QLE
QLE configuration does not affect document generation speed.
Thus C and E are correct.

NEW QUESTION # 73
During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is Accounted for in Scoping?

- A. Ask follow up questions to ensure legacy process has business justification
- B. Make it optional Scope with possible change order during the project
- C. scope additional project hours for customization
- D. scope in developer resource for customization

Answer: A

Explanation:
The customer asks for customization because of a legacy system process.
Salesforce methodology says:
First validate whether the requirement is truly necessary in Salesforce or whether the legacy process should be transformed.
Therefore, the first step is:
✔ A - Ask follow-up questions to ensure the legacy process has business justificationYou must determine:
Why the process exists today
Whether it is needed in the new system
Whether CPQ or Billing already support the requirement natively
Whether it introduces unnecessary technical debt
Only after justification should you:
Consider customization
Estimate hours
Add developers or change orders
Thus, A is the correct first step.

NEW QUESTION # 74

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