

# New Launch AP-223 PDF Dumps [2026] - Salesforce AP-223 Exam Question



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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
Topic 2	<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 3	<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>

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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q76-Q81):

### NEW QUESTION # 76

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- B. Investable, Negotiable, Valuable, Estimable, Small, Testable
- **C. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- D. Independent, Negotiable, Valuable, Equal, Small, Testable

**Answer: C**

Explanation:

INVEST criteria is a standard Agile user story quality framework.

Correct breakdown:

I - Independent

N - Negotiable

V - Valuable

E - Estimable

S - Small

T - Testable

Thus D is the correct choice.

### NEW QUESTION # 77

Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?

- **A. utilize the import lines feature to migrate quote & quote line data**
- B. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- **C. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable**
- D. Migrate contract and subscription data via data loader
- **E. migrate opportunity , quote ,and quote line data via data loader**

**Answer: A,C,E**

### NEW QUESTION # 78

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- **A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer**
- B. The latest release notes found at [help.salesforce.com](http://help.salesforce.com)>salesforce CPQ patch notes
- **C. A sample proposal the client provides to their customers**
- D. brochures that provided detail to the products and services the client offers

**Answer: A,C,D**

### NEW QUESTION # 79

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

## Answer: B,D,E

Explanation:

These three patterns negatively impact Revenue Cloud scalability and performance:

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

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequenceQCP 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 LineEvery 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 flawsOption

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 # 80

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same products with different serial numbers
- B. Same product names with different attribute values
- C. Same product names with different bulk discount levels
- D. Same product names with different Term length
- E. Same product names commonly found in the same bundle

## Answer: B,C,E

Explanation:

SKU rationalization reduces catalog complexity and improves CPQ performance by merging duplicate or similar products.

✓ A - Same product names with different attribute valuesUse Product Options, Attributes, or Configuration Attributes instead of separate SKUs.

✓ C - Same product names with different bulk discount levelsUse Discount Schedules instead of duplicating products.

✓ E - Same product names commonly found in the same bundleUse one product with options/rules, rather than multiple redundant SKUs.

Why others are incorrect:Option

Why Wrong

B - Same products with different serial numbers

Serial numbers belong on Assets, not separate products.

D - Same names with different terms

Use Subscription Term or Term picklist, not separate SKUs.

Thus A, C, E is correct.

## NEW QUESTION # 81

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