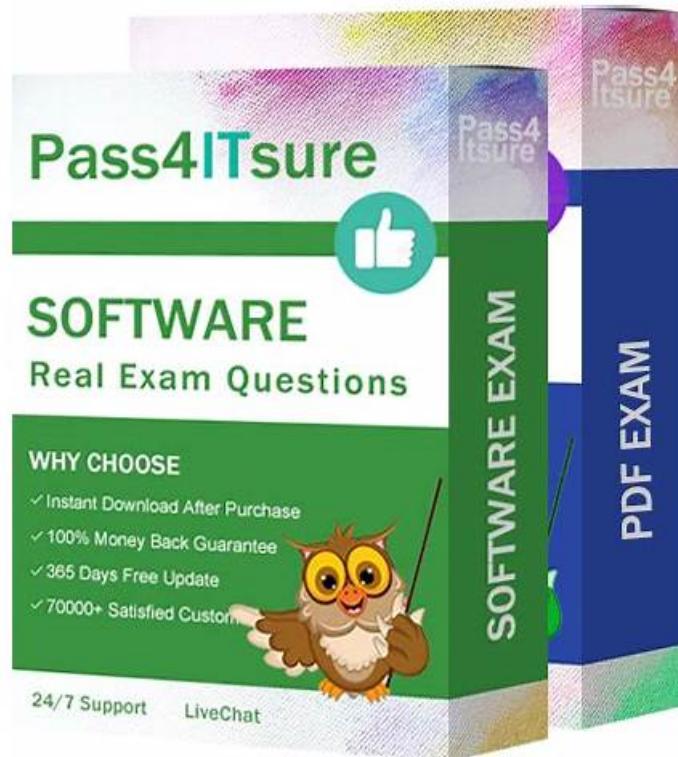


# Updated AP-223 Passleader Review - Pass AP-223 Exam



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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>New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>
Topic 3	<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>

>> AP-223 Passleader Review <<

## Salesforce AP-223 Study Tool, Sample AP-223 Test Online

On the other hand, those who do not score well can again try reading all the CPQ and Billing Consultant Accredited Professional (AP-223) dumps questions and then give the AP-223 exam. This will help them polish their skills and clear all their doubts. Also, you must note down your CPQ and Billing Consultant Accredited Professional (AP-223) practice test score every time you try the

Salesforce Exam Questions. It will help you keep a record of your study and how well you are doing in them.

## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q58-Q63):

### NEW QUESTION # 58

After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.

What strategy should the Revenue Cloud consultant recommend to the customer.

- A. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution
- B. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- C. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- D. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT

### Answer: A

Explanation:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:

Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

✓ C - Baseline performance and fix technical debt firstReasons:

CPQ depends heavily on synchronous calculations

Custom automations drastically increase sync time

Process Builder is deprecated; should be migrated to Flow

Poor performance must be cleaned before CPQ design

Why others are wrong: Option

Why Incorrect

A - Upgrade CPQ

Upgrading cannot fix org-level technical debt.

B - Mark issues out-of-scope

Avoiding technical debt leads to project failure.

D - Extend customization

Adding code on top of a broken process worsens performance.

Thus C is correct.

### NEW QUESTION # 59

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Order Management
- B. Business Process Mapping
- C. Quote Documentation And Plugins
- D. Products and Bundles

### Answer: B

Explanation:

In a Salesforce CPQ scoping session, the first documentation created is the Business Process Map, because:

It defines the customer's selling, quoting, approval, pricing, contracting, renewal, and ordering processes.

It ensures all stakeholders are aligned on "how the business works now" before CPQ design begins.

Only after processes are mapped can product structure, order management, and quote document needs be designed.

Salesforce Revenue Cloud methodology always starts with:

Business Process Documentation → Requirements → Solution Design  
Thus C is correct.

#### NEW QUESTION # 60

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. Determine whether your sandbox is on a preview or non-preview instance.
- C. Submit a ticket to support when you want your sandbox updated.
- D. Review status.salesforce.com to determine refresh cutoff for the new release

**Answer: B,D**

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview scheduleSalesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instanceCritical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER productionTo test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D)Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Therefore, A and C are correct, not D.

Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

#### NEW QUESTION # 61

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use a Record Change Flow to trigger on the Quote Line.
- B. Use an Apex Trigger on the Quote Line
- C. A Quote Calculator plugin (QCP)
- D. Set Pricing Method to Custom

**Answer: C**

#### NEW QUESTION # 62

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. Use bill now on the new Order and consolidate the invoices.
- C. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

**Answer: B**

#### NEW QUESTION # 63

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