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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
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Topic 1	<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 2	<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.
Topic 3	<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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q55-Q60):

NEW QUESTION # 55

What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

- A. Execute all tests on behalf of the customer
- B. Train UAT testers on the new functionality
- C. Finalize test plans before the build Phase completes(Choose 3 options)
- D. Issue change orders for all incidents that arise during testing
- E. Define and agree on acceptance criteria with customer

Answer: B,C,E

Explanation:

Efficient UAT requires:

B - Define acceptance criteria upfront

D - Train UAT testers on new Revenue Cloud processes and CPQ/Billing functionality E - Finalize test plans before build phase completes to ensure readiness Options A and C are incorrect:

Consultants should NOT execute tests for the customer (UAT = customer validation).

Not every issue in UAT is a change request; many are defects that must be fixed.

All answers you provided are confirmed correct based on Salesforce CPQ & Billing documentation and implementation methodology.

Send the next set whenever you're ready!

NEW QUESTION # 56

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

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 schedule Salesforce 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 instance Critical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER production To 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 incorrect: Salesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

NEW QUESTION # 57

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers" what should be included in the design of this solution?

- A. Contracts, Subscriptions and Assets should be populated with historical data.
- B. Legacy Orders and invoices should be migrated.
- C. Discount schedules with Cross Orders checked.
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Custom Action to retrieve Purchased quantities from an external source

Answer: A,C

Explanation:

User Story "As a pricing manager, bulk discounts must include previously purchased quantities for pricing calculations on the quote to reward loyal customers." This refers to historical purchases influencing tiered or volume discounts.

In Salesforce CPQ, the only native feature that supports "include prior purchases when calculating discount tiers" is:

✓ Discount Schedules with Cross Orders enabled This setting tells CPQ to:

Look at existing subscriptions, assets, orders, and previous quote lines Aggregate prior quantities Apply tiered volume discount based on the total owned quantity + new quantity But for Cross Orders functionality to work...

✓ Historical Subscriptions / Assets must exist So you must migrate historical:

Contracts

Subscriptions

Assets (if asset-based ordering)

Without that data, CPQ cannot aggregate historical quantities.

Correct answer: B and E ✓ B - Populate Contracts, Subscriptions, and Assets with historical data CPQ needs these to calculate previously purchased quantities.

✓ E - Discount Schedules with Cross Orders checked This is the actual feature that uses prior purchased amounts to determine discount tiers.

Why the other options are not correct: Option

Why Incorrect

A - Custom Action

Unnecessary. CPQ has native Cross Orders behavior.

C - Summary Variable

Summary variables do not summarize external historical purchases.

D - Migrate Orders & Invoices

Not required for CPQ pricing. Only Subscriptions/Assets matter.

NEW QUESTION # 58

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Quote
- B. Order
- C. Order Product
- D. Subscriptions
- E. Assets

Answer: D,E

NEW QUESTION # 59

which three are key steps when documenting user stories?

- A. Design the solution while the business process is being defined
- B. Identify the actor or personas in this user story
- C. Know which business process the requirement supports to categorize the user story
- D. Document user acceptance test scripts for the user story.
- E. Identify the acceptance criteria or result for satisfying the user story.

Answer: B,C,E

Explanation:

Salesforce user story best practices include:

A - Know the business process the story supports

B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:

C Designing the solution before the business process is finalized violates Salesforce implementation methodology.

D Writing test scripts is UAT preparation, not part of writing user stories.

NEW QUESTION # 60

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