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Salesforce AP-223 Exam Syllabus Topics:

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

>> Test AP-223 Lab Questions <<

AP-223 Valid Test Dumps - AP-223 Clearer Explanation

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q29-Q34):

NEW QUESTION # 29
What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Quote Calculator Plugin (QCP)
- B. Use a Flow that is triggered when the record is created and run before the record is saved
- C. Use a Work Flow
- D. Use a Custom Setting

Answer: B

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 correctWhy 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 # 30
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date.
- B. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- C. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated

Answer: B

Explanation:
Salesforce CPQ renewal automation uses two fields:
Indicates future revenue
Should be set immediately when contract is active
Indicates the renewal quote has been created
Should be set near the contract end date
1. Renewal Forecasted2. Renewal QuotedThis matches Salesforce best practice:
Forecast early → Quote late.
Thus C is correct.

NEW QUESTION # 31
Which three options might cause incorrect future invoicing for an amended order product?

- A. Having a subscription on the Contract be linked to an unallocated Payment
- B. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft
- C. Not contracting the Amendment Order
- D. Contracting from the Amended Opportunity
- E. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines

Answer: A,B,E

Explanation:
Amendments in Salesforce Billing must maintain clean financial continuity. Any financial artifact still in an incomplete or unsettled state breaks future invoicing, because Billing cannot prorate, advance, or reconcile future periods correctly.
✔ B - Subscription linked to Order Product with unpaid invoice linesUnpaid invoice lines cause:
Billing to treat the subscription as financially "not settled"
Block future billing for that subscription
Incorrect Next Billing Dates
This is a documented reason for missed or incorrect invoice generation.
✔ C - Subscription linked to Order Product with draft invoice linesDraft invoice lines mean the invoice is not posted, so:
Revenue and billing are not finalized
Billing engine cannot determine the next billing boundary
Amendments generate incorrect billing periods
This absolutely causes incorrect future invoicing.
✔ D - Subscription linked to an unallocated paymentUnallocated payments interfere with:
Aging
Balance-based billing logic
Proper allocation of future charges
Billing expects charges and payments to be reconciled.
Why A and E are not correct:Option
Reason
A - Not contracting the amendment order
You must contract an amendment order, but failure to do so stops renewal/amendment flow, not future invoicing behavior.
E - Contracting from amended opportunity
This is the correct and expected process, not a problem.
Thus B, C, D are correct.

NEW QUESTION # 32
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. multiple automation types (trigger/work flows, flows) on a single object
- C. External API calls within the pricing sequence
- D. routine generation of quote having 200 quote
- E. extensive use of quote line custom fields

Answer: B,C,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 # 33

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

Answer: C,D,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 # 34

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