

# Salesforce AP-223 Latest Test Bootcamp - Test AP-223 Tutorials



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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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>• 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>

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## Hot AP-223 Latest Test Bootcamp | Professional Test AP-223 Tutorials: CPQ and Billing Consultant Accredited Professional 100% Pass

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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q33-Q38):

NEW QUESTION # 33

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology
- B. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements
- C. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- D. Customize Revenue Clouds user interface so the customer experiences no major interruption to the new system

**Answer: A**

Explanation:

Revenue Cloud implementations should NOT replicate outdated legacy CPQ logic.

Instead, Salesforce best practices require business transformation:

Understand current and future-state processes

Challenge legacy limitations

Use standard functionality wherever possible

Remove unnecessary customizations

✓ Correct answer: C Options A, B, and D represent anti-patterns:

Option

Why Incorrect

A - Map legacy CPQ logic

Leads to replicating outdated processes rather than improvement.

B - Customize UI to mimic legacy

Increases technical debt and destroys scalability.

D - Keep legacy CPQ

Two CPQ systems create conflicts and are not recommended.

Thus C is correct.

#### NEW QUESTION # 34

Which Revenue Cloud feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Customer Asset Lifecycle Management (CALM)
- B. Subscription
- C. Renewals
- D. Order
- E. Amendments.

**Answer: B**

#### NEW QUESTION # 35

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. Use a summary variable targeting the subscription object with a Price Rule.
- B. Legacy Orders and invoices should be migrated.
- C. Custom Action to retrieve Purchased quantities from an external source
- D. Discount schedules with Cross Orders checked. (Choose 2 options)
- E. Contracts, Subscriptions and Assets should be populated with historical data.

**Answer: D,E**

Explanation:

The requirement:

"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.

To support this:

✓ B - Contracts, Subscriptions and Assets should be populated with historical data CPQ reads existing Subscriptions/Assets to determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✓ E - Discount schedules with Cross Orders checked Salesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUE This allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

### NEW QUESTION # 36

sales management has stated that they would like annual recurring revenue captured on Opportunity Line Item object in order to reference within existing pipeline reports. Annual recurring revenue is currently captured in the field `ARR__c` on the `SBQQ__QuoteLine__c` object.

Which is the most efficient solution?

- A. Create `ARR__c` on the Opportunity Line Item object, matching the field configuration of `ARR__c` on `SBQQ__QuoteLine__c`
- B. Create a cross-object formula field on the Opportunity Line Item to reference `ARR__c` data `SBQQ__QuoteLine__c`
- C. Create `ARR__c` on the Opportunity Line Item object, and create a price rule to copy the value from `ARR__c` on `SBQQ__QuoteLine__c` to `ARR__c` on Opportunity Product
- D. Create `ARR__c` on the Opportunity Line Item object, and create a flow to copy the value from `ARR__c` on `SBQQ__QuoteLine__c`

**Answer: A**

Explanation:

`ARR__c` exists on Quote Line (`SBQQ__QuoteLine__c`) and must appear on:  
Opportunity Line Item for pipeline reporting

Salesforce CPQ automatically syncs Quote → Opportunity Line Item when:

The field exists on both objects

The Field API Name and Field Type match

This requires zero automation, no flow, no price rules.

### NEW QUESTION # 37

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Migration from Sandbox to Production
- B. Design Document
- C. Change Order
- D. Complete deployment migration plan
- E. Customer Acceptance sign off

**Answer: E**

### NEW QUESTION # 38

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