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Salesforce AP-223 Exam Syllabus Topics:

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

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q72-Q77):

NEW QUESTION # 72

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Invoice Generation
- B. Contract Redlining
- C. Electronic Signature
- D. Watermarks
- E. Attachments

Answer: B,C,D

Explanation:

A Revenue Cloud project often requires enhanced document capabilities beyond native Salesforce CPQ or Billing.

✓ A - Contract Redlining Requires document collaboration, versioning, and clause-level redline-not native in CPQ.

AppExchange apps like Conga, Nintex, DocuSign CLM support this.

✓ B - Watermarks Not supported natively by CPQ Quote Templates or Billing invoice templates.

Requires 3rd-party document generation.

✓ D - Electronic Signature Salesforce does not provide native eSignature.

Common tools: DocuSign, Adobe Sign.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Invoice Generation

Salesforce Billing does generate invoices natively.

E - Attachments

Salesforce Files/Attachments are natively supported; no AppExchange needed.

NEW QUESTION # 73

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

Choose 3 answers

- A. The Amendments and Renewals process will be subject to customizations
- B. The creation of external objects will bypass the need for legacy data migration
- C. Extracting from multiple sources takes additional resources and time to access and process
- D. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- E. Large volumes of data take a longer time to load.

Answer: C,D,E

Explanation:

These are the three factors that increase scope during legacy data migration for Revenue Cloud:

✓ A - Extracting from multiple sources takes more time and resources If legacy data is spread across multiple CRMs, ERPs, billing engines, or flat files, this increases:

Extraction complexity

Mapping effort

Data cleansing time

This always expands project scope.

✓ B - Fragmented or incomplete information must be aggregated and validated If legacy data is dirty or inconsistent:

Amendments fail

Renewals break

CPQ calculations are wrong

Billing proration becomes inaccurate

Data validation + cleanup = additional scope.

✓ D - Large data volumes take longer to load Full loads of:

Order Products

Subscriptions

Assets
 Contracts
 ...can take hours to days, requiring:
 Batch loading
 Testing
 Restart planning
 Performance tuning
 This clearly expands scope.
 Why C and E are not correct:Option
 Reason
 C - External objects eliminate migration
 Completely false. CPQ/Billing cannot use external objects for core processes such as pricing, contracting, amendments, renewals, invoicing.
 E - Amendments/Renewals require customizations
 Not a migration consideration; it is a design topic, not a factor that expands migration scope.

NEW QUESTION # 74

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

Answer: A,D,E

Explanation:

These three patterns negatively impact Revenue Cloud scalability and performance:

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

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequence QCP 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 Line Every 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 flaws Option

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 # 75

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

Choose 3 answers

- A. The Amendments and Renewals process will be subject to customizations

- B. The creation of external objects will bypass the need for legacy data migration
- C. Extracting from multiple sources takes additional resources and time to access and process
- D. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- E. Large volumes of data take a longer time to load.

Answer: C,D,E

NEW QUESTION # 76

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

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

Answer: C

Explanation:

Successful exit criteria for User Acceptance Testing (UAT) is:

✓ Customer Acceptance Sign-off This means:

All test cases have passed

All critical defects are resolved

Stakeholders approve the solution

The project is cleared to move into deployment

This is documented in Salesforce Implementation Lifecycle.

Why other choices are incorrect: Option

Why Wrong

A - Change Order

Change orders happen when new scope is introduced, not an exit criterion for UAT.

C - Design Document

Completed earlier during design phase.

D - Sandbox to Prod Migration

Happens after UAT sign-off.

E - Deployment plan

Prepared before deployment, not a sign of UAT completion.

Thus B is the only correct exit criterion.

NEW QUESTION # 77

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