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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">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">New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Opportunity Product object.

- C. The User did not execute post-installation scripts upon their first login to CPQ.
- D. The User did not have the proper access to the Quote Object.

Answer: C

Explanation:

When users log in to Salesforce CPQ for the first time, the Post-Install Script must run.

This script:

Initializes CPQ user settings

Creates required calculation metadata

Ensures Quote + Quote Line permissions and defaults work

Enables Primary Quote logic

If an automation tries to set a new Quote as Primary, but the user has not run the CPQ post-install script, CPQ raises errors because internal references and fields are not yet initialized for that user.

This is a documented CPQ requirement.

Thus, A is correct, and all other options point to permission issues that do NOT cause this specific failure pattern.

NEW QUESTION # 62

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. custom action to retrieve purchased quantities from an external source
- C. Contracts, subscriptions and assets should be populated with historical data
- D. Discount schedules with cross orders checked
- E. Legacy orders and invoice should be migrated

Answer: C,D

NEW QUESTION # 63

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipelinereports.

Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object.Which is the most efficient solution.

- A. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.
- B. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.
- C. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.
- D. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ Quote Line c.

Answer: C

Explanation:

Universal Containers wants:

ARR__c on Opportunity Line Item (Opportunity Product)

But ARR is currently on SBQQ__QuoteLine__c

They want ARR captured in pipeline reports without adding automation.

Salesforce CPQ Behavior:During Quote → Opportunity sync, CPQ automatically maps fields only if:

The same API name exists on both objects

The field types match

The field-level security is correct

If these conditions are met, CPQ automatically handles field synchronization.

Therefore:

✓ C. Create ARR__c on Opportunity Line Item with matching field configurationThis leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.

Why the other options are incorrect:Option

Why Incorrect

A . Price Rule to copy value

Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.

B . Flow

Extra overhead and maintenance-unnecessary when CPQ already supports native field sync.

D . Cross-object formula

Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.

Thus, C is the only correct and efficient solution.

NEW QUESTION # 64

What does RASIC stand for?

- **A. Responsible, Accountable, Supporting, Informed, Consulted**
- B. Responsible, Actionable, Supporting, Informed, Consulted
- C. React, Action, Support, Informed, Consulted
- D. Responsible, Actionable, Supporting, Informed, Communicate

Answer: A

Explanation:

RASIC is a well-known responsibility matrix used in Salesforce projects.

✓ Correct definition: R - Responsible

A - Accountable

S - Supporting

I - Informed

C - Consulted

NEW QUESTION # 65

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

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

Answer: A,C,E

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 # 66

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