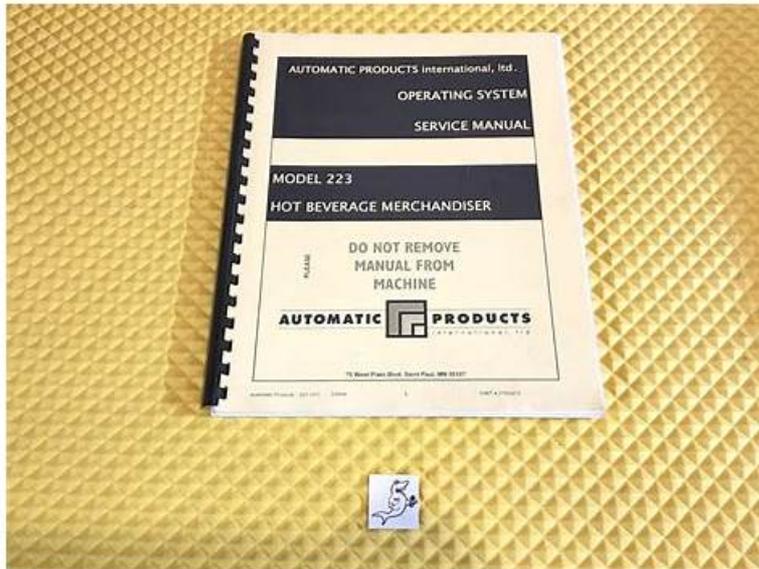# AP-223 Download Fee - AP-223 Discount Code

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Salesforce AP-223 Exam Syllabus Topics:

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

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q10-Q15):

NEW QUESTION # 10
Choose 3 options.
What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- B. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- C. To ensure the implementation team is aligned with the customer on assigned work
- D. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- E. To get agreement on the roles and responsibilities of the implementation team and customer

Answer: A,C,E

Explanation:
A governance structure is essential in every Revenue Cloud implementation.
It ensures:
✔ C - Clarity on roles & responsibilitiesAvoids confusion, ensures accountability.
✔ D - A communication plan between implementation team & customerCritical for issue management, design reviews, sprint planning.
✔ E - Alignment on assigned workEnsures no duplication, no missed tasks, and smooth execution.
Why A and B are incorrect:Option
Reason
A
Governance does not mean the team works independently.
B
Governance does not assign extra work to the customer.
Thus C, D, E is correct.

NEW QUESTION # 11

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?

- A. Implement lookup price rules where applicable
- B. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- C. Create a support case and request to increase the processing limits so that price rules perform better.
- D. Implement Quote Calculator Plugin where Possible to replace price rules.
- E. Implement triggers and Apex that behave like price rules.

Answer: A,D

Explanation:
Salesforce CPQ performance can degrade with:
Too many price rules
Sequential calculator complexity
Recursion
90 rules is high, so optimization is needed.
✔ B. Implement Lookup Price RulesLookup Price Rules reduce:
Rule count
Condition logic
Maintenance complexity
A lookup table collapses many price rules into one rule, significantly improving performance.
✔ C. Use Quote Calculator Plugin (QCP)QCP replaces multiple price rules with:
A single JS module
Faster calculations
More flexible logic
Improved performance, especially with:
Complex math
Multi-stage calculations
External data lookups
QCP is the recommended performance strategy when price rules become too heavy.
Why the other options are incorrect:Option
Why Incorrect
A . Request increased limits

Salesforce does not increase CPQ calculator limits via support.
D . Apex triggers instead of price rules
Not allowed; quote line editor uses client-side calculator, not Apex.
E . Replace rules with nested bundles
Does not solve pricing logic complexity and may worsen configuration performance.
Thus, B and C are correct.

NEW QUESTION # 12
What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

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

Answer: B

NEW QUESTION # 13
What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

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

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 # 14
What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Investable, Negotiable, Valuable, Estimable, Small, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Independent, Negotiable, Valuable, Estimable, Small, Testable

Answer: D

NEW QUESTION # 15
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