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Salesforce AP-223 Exam Syllabus Topics:

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

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q11-Q16):

NEW QUESTION # 11
A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. Subscription
- B. Order Products
- C. Entitlements
- D. Contracted Pricing

Answer: D

Explanation:
User Story:
"Sales users should be able to create new quotes with rate cards and account-specific discounts that honor originally negotiated pricing." This means the system must pre-store customer-specific negotiated prices.
In Revenue Cloud, the object used for this is:
✔ Contracted PricingContracted Pricing stores:
Account-specific price overrides
Custom discounting
Negotiated flat rates
Validity windows
When a new quote is created, Salesforce CPQ automatically applies Contracted Pricing to the relevant products.
Why the other options are incorrect:Option
Why Incorrect
B - Subscription
Tracks ongoing services, not negotiated pricing.
C - Order Product
Not used for quoting or negotiated rates.
D - Entitlements
Applies to support or warranty, not pricing.

NEW QUESTION # 12
Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Customer Service
- B. Technology
- C. Sales operations
- D. Accounting and finance
- E. Human Resource
- F. Information

Answer: B,C,F

Explanation:
The three customer teams that must be involved in Revenue Cloud scoping are:
✔ A - Information (Product / Pricing owners)They define product catalog rules, pricing models, and offerings.
✔ B - Technology (IT/Architecture)Ensures integration, data migration, security, and platform alignment.
✔ C - Sales OperationsOwns quoting flows, approvals, discounting, sales motions, and user experience.
These teams define core CPQ processes.
Why others aren't required at scoping:Team
Why Not Required
D - Accounting/Finance
Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.
E - Customer Service
Usually relevant for Service Cloud and CALM, not initial CPQ scoping.
F - Human Resources
Irrelevant to CPQ and Billing.
Thus A, B, C is correct.

NEW QUESTION # 13

An invoice run with a target date of 6/1/20 has completed with no errors.an order product with a next billing date of 6/1/20 did not generate an invoice line. which of the following fields might hold a value that would account for this?

- A. Billing day of month
- B. Billing type
- C. invoice run processing status`
- D. billing account
- E. Next change date

Answer: C

NEW QUESTION # 14

What are three risks when using too many cross object formula fields in a Revenue Cloud Project?

- A. Formula Fields are editable, after the calculation completes the sales user or process automation can overwrite its value
- B. Formula field data is not always available during CPQ quote calculation
- C. They are computationally Expensive.
- D. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.
- E. They can easily exceed limits if not carefully designed and tested

Answer: B,C,E

Explanation:
In Salesforce CPQ + Billing (Revenue Cloud), heavy use of cross-object formula fields can create serious performance, calculation, and reliability issues. Salesforce product documentation and CPQ study guides highlight several risks related to:
Quote calculation engine performance
SOQL query depth
Runtime evaluation limits
Data availability timing during synchronous calculations
Below is the breakdown of the options:
☐ A. Formula field data is not always available during CPQ quote calculationCorrect.
Salesforce CPQ reads values at calculation time, but cross-object formula fields may:
Not resolve in time if they depend on parent records updated within the same transaction Return stale values because formula evaluation is not recalculated in real time mid-calculation Fail during QCP or price rule evaluation due to record access/state issues
This is a known risk documented in CPQ technical architecture guidance.
☐ B. Formula fields have unlimited access to object many relationships away which makes it vulnerable to data changes.Incorrect.
Formula fields do NOT have unlimited access. They are limited to 10 relationship levels.
While data changes on parent objects can affect formula results, this is not a primary risk emphasized in Revenue Cloud implementation guidance.
Therefore, not one of the three correct risks.
☐ C. They are computationally expensive.Correct.
Formula fields-especially cross-object ones-are recalculated at runtime every time:

The referenced record is queried
CPQ calculator reads them during price rule evaluation
Billing processes (Invoice Run, Usage Rating, etc.) reference them
This can significantly slow down:
Quote calculations
Order/Invoice generation
Any multi-object SOQL-heavy logic
This is a well-known performance risk.
☐ D. They can easily exceed limits if not carefully designed and testedCorrect.
Cross-object formulas contribute to:
SOQL query depth limits
CPU time limits
Formula size complexity
Relationship depth limits
In CPQ/Billing, where Quote and Quote Line processing already push platform limits, too many formula fields can cause:
Calculation failures
Invoice/Order creation errors
Apex limit exceptions
Salesforce documentation warns against heavy formula usage for precisely these scalability concerns.
☐ E. Formula fields are editable, after calculation a user/process can overwrite the valueIncorrect.
Formula fields are never editable by users or automation.
Their values are dynamically calculated from their formula expressions.
Therefore, this option is not a valid risk.

NEW QUESTION # 15

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 ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.
- B. 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.
- C. 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.
- D. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.

Answer: A

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 # 16

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