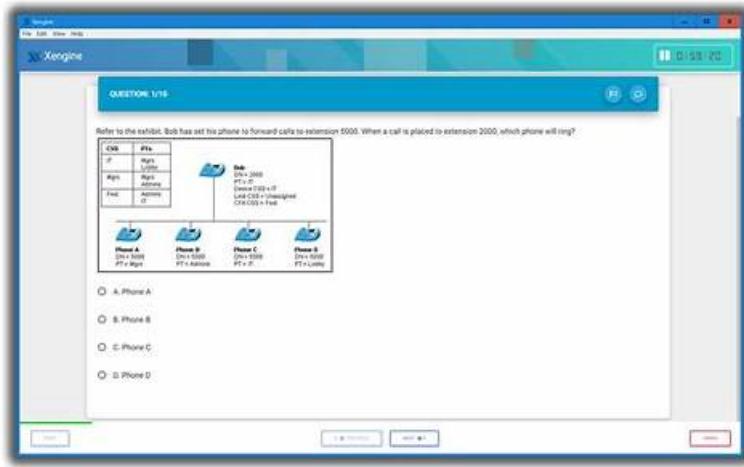


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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">• 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 (Q27-Q32):

NEW QUESTION # 27

what are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. using price book entries to handle attribute based variations instead of lookup price rules designing the product cata-log with SKU rationalization in mind

- B. documenting logical architecture diagrams for data flow between systems
- C. Creating process builders and flows to pass data between fields instead of using twin field mapping
- D. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.

Answer: A,B,D

NEW QUESTION # 28

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. quote number order number or invoice number
- B. description of new requirements that will help fix the issue
- C. expected resolution date
- D. Expected results
- E. steps to replace issue

Answer: A,D,E

Explanation:

During UAT, any incident related to invoice totals must include information that allows the consultant or tester to reproduce and diagnose the issue quickly.

✓ B - Quote number, Order number, or Invoice number These IDs allow the consultant to immediately:

Locate the exact transaction

Review invoice lines, tax, proration, billing rules

Check data mapping and calculation sequence

This is essential for any Revenue Cloud troubleshooting scenario.

✓ D - Steps to replicate the issue Without reproducible steps, diagnosis is almost impossible.

UAT defect triage requires:

Exact user actions

Fields populated

Sequence of operations (e.g., "Bill Now", "Invoice Run", etc.)

This is a Salesforce UAT best practice.

✓ E - Expected results Crucial for determining:

Whether the system is incorrect

Whether requirements were misunderstood

Whether recalculation logic (tax, proration, discounts) was expected to behave differently Why Other Options Are Incorrect Option Why Wrong A - Description of new requirements UAT incidents are not for new requirements; they are for defects.

C - Expected resolution date

Not part of incident description; it's part of project management, not defect logging.

Final answer: B, D, E

NEW QUESTION # 29

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

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

Answer: A,B,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 SignatureSalesforce 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 # 30

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Set Pricing Method to Custom
- B. Use a Record Change Flow to trigger on the Quote Line.
- C. A Quote Calculator plugin (QCP)
- D. Use an Apex Trigger on the Quote Line

Answer: C

NEW QUESTION # 31

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

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

Answer: B

NEW QUESTION # 32

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