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## Reliable Salesforce AP-223 Test Forum, AP-223 Reliable Study Notes

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### Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q84-Q89):

### NEW QUESTION # 84

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

Choose 3 answers

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

**Answer: B,C,D**

Explanation:

A solid governance structure is a required component of every Salesforce Revenue Cloud implementation (CPQ + Billing).

Salesforce's project methodology stresses governance for:

Clear roles and responsibilities

Alignment across business and technical teams

Controlled communication flows

Coordinated delivery

Risk and issue management

Change control

Let's evaluate each option:

A. To get agreement on the roles and responsibilities of the implementation team and customer This is one of the core purposes of governance.

The RACI structure (Responsible, Accountable, Consulted, Informed) is part of governance setup and ensures:

No duplication of work

No gaps in ownership

Clear escalation paths

✓ This is correct.

C. To ensure the implementation team can work independently with little customer input This is the opposite of governance.

Revenue Cloud projects require constant alignment with the customer across:

Catalog structure

Pricing rules

Billing cycles

Renewals

Integration design

Customer involvement is essential.

✗ Not a valid reason.

E. To assign more work to the customer Governance is not a method to increase customer workload.

It ensures collaboration, not burden shifting.

✗ Incorrect.

B. To establish a communication plan between teams and coordinate the work Governance defines how:

PMs communicate

Status reports occur

Risks/issues are escalated

Decisions are documented

This is a fundamental governance objective.

✓ Correct.

D. To ensure the implementation team is aligned with the customer on assigned work Exactly.

Governance guarantees alignment on:

Scope

Requirements

Sprint commitments

Priorities

Change requests

- ✓ Correct.
- ✓ Final Verified Answer A, B, D

### NEW QUESTION # 85

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- **A. Load.**
- B. Save
- C. Always
- D. Load and Edit

**Answer: A**

Explanation:

The requirement is:

When configuring a bundle, if the customer has previously purchased a hardware firewall, the Hardware Firewall product option should be hidden during bundle configuration.

This means the Product Rule must evaluate immediately when the bundle configuration UI loads, so that the option is hidden before the user begins configuring.

Salesforce CPQ documentation clarifies the evaluation events for Product Rules:

Evaluation Events in CPQ Product Rules

When it Fires

Use Case

Load

Fires immediately when the configurator opens

Use this when hiding options or preselecting options based on external or historical data, Assets, Subscriptions, etc.

Load and Edit

Fires on initial load and every time the user makes changes

Use when rules may need re-checking with every MODIFY step.

Save

Only fires when clicking Save

Use when validating configuration before saving (e.g., preventing invalid combinations).

Always

Fires during all events including load, edit, and save

Rarely used; typically only for enforcement rules.

You need the option hidden right when the configurator loads.

The rule uses historical data (previously purchased hardware firewall). That data does not change in real time during the configuration session.

There is no need to re-check during every selection or on save.

Why Load is the correct answer: Therefore, using Load provides:

Optimal performance

Immediate user experience consistency

No unnecessary re-evaluations

Overkill; runs multiple times unnecessarily.

Negative impact on performance in large quotes/bundles.

Why the other options are incorrect:  A. Always

Hiding an option at save time is too late.

The user should not see the firewall option at all if they already purchased it.

B. Save

This re-evaluates the product rule every time the user interacts.

Not required because the "past purchase" condition does not change during configuration.

Adds unnecessary processing.

C. Load and Edit

### NEW QUESTION # 86

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A. using compressed image formats for image files included in the quote document
- B. reducing the number of quote line fields displayed in the quote line editor
- C. reducing the number of line columns that are included in the quote document
- D. Reducing the number of product rules and option constraints
- E. increase the number of product of product rules and option constraints

**Answer: A,C**

Explanation:

Document generation performance in CPQ depends heavily on template content size, not price rules or QLE performance.

✓ C - Use compressed image formats Large JPG/PNG images dramatically slow down:

Template rendering

PDF generation

Email attachment creation

Compressing images is a documented best practice.

✓ E - Reduce the number of line columns in the quote document Each additional column:

Adds more data retrieval

Increases merge time

Slows PDF rendering

This is one of the primary causes of slow Quote Document generation in CPQ.

Why the other answers are incorrect Option

Why Wrong

A & B - Product rules / constraints

They affect quote calculation, not document generation.

D - Fields in QLE

QLE configuration does not affect document generation speed.

Thus C and E are correct.

### NEW QUESTION # 87

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Submit a ticket to support when you want your sandbox Updated.
- B. Determine whether your sandbox is on a preview or non preview instance.
- C. Review status.salesforce.com to determine refresh cutoff for the new release
- D. The platform ensures that all sandboxes are upgraded at the same time so wait for further update.

**Answer: B,C**

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview schedule Salesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instance Critical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER production To test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D) Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Therefore, A and C are correct, not D.

Why B is incorrect Salesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

### NEW QUESTION # 88

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which Service Region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. Europe
- B. Japan
- C. Service Region has no performance impact
- D. North America
- E. Australia

**Answer: A**

Explanation:

The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:

The service region is geographically close to the Salesforce org.

Since the org is hosted in the EU:

✓ D - Europe is the correct service region, which reduces latency and speeds calculation.

Why the others are wrong: Option

Why Incorrect

A - No performance impact

100% incorrect; region affects latency heavily.

B - North America

Far from EU, adds latency.

C - Japan

Even slower.

E - Australia

Worst possible latency option.

Thus D is correct.

### NEW QUESTION # 89

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