

# Salesforce - AP-223 - CPQ and Billing Consultant Accredited Professional Authoritative Valid Test Bootcamp



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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q28-Q33):

### NEW QUESTION # 28

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. Contracts, subscriptions and assets should be populated with historical data
- B. Legacy orders and invoice should be migrated
- C. Discount schedules with cross orders checked
- D. custom action to retrieve purchased quantities from an external source
- E. use a summary variable targeting the subscription object with a price rule

**Answer: A,C**

### NEW QUESTION # 29

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

**Answer: E**

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 # 30

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. North America
- B. europe
- C. japan
- D. Server region has no performance impact
- E. Australia

**Answer: B**

Explanation:

The CPQ Quote Calculator is hosted by Salesforce in specific service regions.

Performance is optimized when the service region matches the Salesforce org location.

Since the German operation is hosted in the EU Salesforce instance, the performance-optimized setting is:

✓ Europe region This keeps latency minimal and significantly improves quote calculation speed.

### NEW QUESTION # 31

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. Contracted Pricing
- B. entitlements
- C. Subscription
- D. order products

**Answer: A**

Explanation:

The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.

In Salesforce CPQ, the object that stores account-specific negotiated prices is:

Contracted Pricing (SBQQ\_\_ContractedPrice\_\_c)

This object overrides standard list prices during quoting based on:

Account

Product

Pricebook

Contract linkage

Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

### NEW QUESTION # 32

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date.
- B. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- D. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal

**Answer: B**

Explanation:

Salesforce CPQ renewal automation uses two fields:

Indicates future revenue

Should be set immediately when contract is active

Indicates the renewal quote has been created

Should be set near the contract end date

1. Renewal Forecasted 2. Renewal Quoted This matches Salesforce best practice:

Forecast early → Quote late.

Thus C is correct.

### NEW QUESTION # 33

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