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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	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 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.
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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q51-Q56):

NEW QUESTION # 51

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Line object.
- B. The User did not have the proper access to the Quote Object.
- C. The User did not execute post-installation scripts upon their first login to CPQ.
- D. The User did not have the proper access to the Opportunity Product object.

Answer: C

Explanation:

When users log in to Salesforce CPQ for the first time, the Post-Install Script must run.

This script:

Initializes CPQ user settings

Creates required calculation metadata

Ensures Quote + Quote Line permissions and defaults work

Enables Primary Quote logic

If an automation tries to set a new Quote as Primary, but the user has not run the CPQ post-install script, CPQ raises errors because internal references and fields are not yet initialized for that user.

This is a documented CPQ requirement.

Thus, A is correct, and all other options point to permission issues that do NOT cause this specific failure pattern.

NEW QUESTION # 52

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Subscriptions
- B. Orders
- C. Customer Asset Life Cycle Management (CALM)
- D. Amendments
- E. Renewals

Answer: C

Explanation:

Requirement:

Provide an aggregated view of current goods and services on a contract.

This refers to consolidating all active entitlements, subscriptions, assets, and amendments.

Salesforce Revenue Cloud feature for this: ✓ E. Customer Asset Lifecycle Management (CALM) CALM provides:

A unified, aggregated view of:

Active assets

Entitlements

Subscriptions

Amendments

Renewed services

Tracks lifecycle changes from:

Orders

Amendments

Cancellations

Upgrades

Represents the source of truth for what the customer owns today.

Why not the others? Option

Why Incorrect

A . Amendments

These modify contracts but do NOT aggregate current products.

B . Orders

Represent transactions, not current state.

C . Subscriptions

Only subscription items, not full lifecycle items or non-subscription goods.

D . Renewals

Only track renewal processes, not aggregated state.

Only CALM provides an aggregated, contract-aligned view of all customer entitlements.

NEW QUESTION # 53

Universal Containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. Setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. How can partner type trigger a new calculation for the quote?

- A. Include the field in a custom metadata setting
- **B. Add the partner type field to the calculating fields field set**
- C. Refresh post install scripts
- D. Setup a quote calculator plugin to ensure the custom field triggers calculation

Answer: B

Explanation:

In Salesforce CPQ, if a custom field is an input to product prices and you want a change in this field to trigger a recalculation, you should add this field to the calculating fields field set. This is because Salesforce CPQ's Advanced Quote Calculator determines quote and quote line prices in response to user or automated actions. Therefore, adding the 'partner type' field to the calculating fields field set will ensure that setting the partner type on the quote triggers a new calculation. Reference The CPQ Quote Calculation Sequence - Salesforce

NEW QUESTION # 54

A product has a list price of US\$15,000. An attribute-based price override of \$12,000 is applied first, followed by a \$1,000 bundle-based adjustment discount and a 10% manual discount at the end of the product sale.

What will be the final price of the product shown in the net price column of the Transaction Line Editor of a quote line item for this product?

- A. \$1,800
- B. \$9,500
- **C. \$9,900**

Answer: C

NEW QUESTION # 55

A Revenue Cloud Consultant needs to add clauses to a Master Subscription Agreement (MSA) document template. The consultant already has the DocGen Designer and Clause Designer User permission sets assigned.

Which additional permission set assignment does the consultant need to begin building this document template?

- A. OmniStudio Admin
- B. Obligation Assignee
- C. Microsoft 365 Word Designer

Answer: C

NEW QUESTION # 56

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