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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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34

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 pipeline reports.

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 price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.
- C. 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.
- 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 configuration This 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 # 35

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.

what should the admin do to resolve this issue?

- A. All bundles that have more than 20 product should be split into smaller bundles
- B. Recommend CPQ and billing design solutions within proper capabilities
- C. Enable large configurations setting should not be used in such a case.
- **D. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field**

Answer: D

NEW QUESTION # 36

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 Opportunity Product object.
- B. The User did not have the proper access to the Quote Line 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 Quote 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 # 37

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- **A. Project Manager**
- B. Developer
- C. Technical Architect
- D. Customer Success Manager
- E. Solution Architect

Answer: A

Explanation:

When an escalation occurs on a Revenue Cloud implementation, the question is:

Who is ultimately responsible for the success of the project?

While many roles contribute, the Project Manager (PM) is the one accountable for:

Scope

Budget

Timeline

Risk & issue management

Cross-team coordination

Customer communication

Driving escalations and resolutions

Salesforce project methodology is clear:

The Project Manager owns overall project success.

Why the other roles are not the primary accountable party:Role

Why Not Responsible for Overall Success

Technical Architect

Owns technical integrity, not project success.

Solution Architect

Owns functional solution design, not delivery metrics.

Developer

Executes tasks, not responsible for project outcome.

Customer Success Manager

Supports customer relationship but not delivery execution.

Thus, the correct answer is:

✓ B - Project Manager

NEW QUESTION # 38

what are the 3 reasons why you would need an app exchange solution to support generating a document is support of a revenue cloud project?

- A. Attachments
- B. Invoice Generation
- **C. watermarks**
- **D. electronic signature**

- Answer: C,D,E**

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