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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
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 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>

## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q46-Q51):

### NEW QUESTION # 46

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Products and Bundles
- B. Quote Documentation And Piggins
- **C. Business Process Mapping**
- D. Order Management

**Answer: C**

Explanation:

In a Salesforce CPQ scoping session, the first documentation created is the Business Process Map, because:

It defines the customer's selling, quoting, approval, pricing, contracting, renewal, and ordering processes.

It ensures all stakeholders are aligned on "how the business works now" before CPQ design begins.

Only after processes are mapped can product structure, order management, and quote document needs be designed.

Salesforce Revenue Cloud methodology always starts with:

Business Process Documentation → Requirements → Solution Design

Thus C is correct.

### NEW QUESTION # 47

what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- A. Issue change orders for all incidents that arise during testing
- B. Execute all tests on behalf of the customer
- **C. Train UAT testers on the new functionality**
- **D. Finalize test plans before the build Phase completes**
- **E. Define and agree on acceptance criteria with customer**

**Answer: C,D,E**

Explanation:

Efficient UAT in Revenue Cloud requires:

✓ B - Define acceptance criteria with the customer Ensures clarity on what "pass" means.

✓ D - Train UAT testers on the new functionality UAT fails quickly if testers don't know how to use CPQ/Billing.

✓ E - Finalize test plans before the build is completed Ensures UAT is ready and structured once the sandbox is available.

Incorrect options:

A: Consultants should NOT execute tests on behalf of customers.

C: Not all issues in UAT require change orders; many are defects to be corrected.

### NEW QUESTION # 48

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes.

Which three considerations should UC Keep in mind when designing their Solution?

- **A. Define the discount threshold or limit allowed for the sales reps**
- B. Print out the approval matrix into cards that the sales reps can carry around.
- **C. Document the discount approval levels for each approver.**
- **D. Identify backup approvers in case the primary approver is out of the office.**
- E. Give sales reps flexibility to apply any discount.

**Answer: A,C,D**

Explanation:

For multi-level discount approvals in CPQ:

A - Identify backup approvers: Required because Salesforce Approval Processes must account for out-of-office or unavailable approvers.

D - Define discount thresholds for sales reps: Mandatory so the system knows when to trigger approvals.

E - Document approval levels: Ensures clear governance and reduces ambiguity.

Incorrect options:

B printing approval matrices is not a Salesforce implementation requirement.  
C contradicts the purpose of approval controls.  
Thus the correct answers are A, D, E.

#### NEW QUESTION # 49

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

**Answer: B,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 # 50

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- B. Enable the CPQ Package setting for "Large Quote Experience"
- C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits

**Answer: A**

Explanation:

When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.

Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.

The Salesforce documentation states:

Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.

It is not set arbitrarily; it must be based on empirical volume testing results.

This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.

Therefore, option D is the correct implementation.

## NEW QUESTION # 51

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