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## Revenue Cloud Consultant AP-223 free valid dumps & Salesforce AP-223 actual pdf exam

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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>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 3	<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>
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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q71-Q76):

### NEW QUESTION # 71

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. Order Products
- B. Subscription
- C. Contracted Pricing
- D. Entitlements

**Answer: C**

Explanation:

User Story:

"Sales users should be able to create new quotes with rate cards and account-specific discounts that honor originally negotiated pricing." This means the system must pre-store customer-specific negotiated prices.

In Revenue Cloud, the object used for this is:

Contracted Pricing Contracted Pricing stores:

Account-specific price overrides

Custom discounting

Negotiated flat rates

Validity windows

When a new quote is created, Salesforce CPQ automatically applies Contracted Pricing to the relevant products.

Why the other options are incorrect: Option

Why Incorrect

B - Subscription

Tracks ongoing services, not negotiated pricing.

C - Order Product

Not used for quoting or negotiated rates.

D - Entitlements

Applies to support or warranty, not pricing.

### NEW QUESTION # 72

Which is the correct sequence of evaluation events for a price rule,quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization →on Initialization→calculate formulas → Before Calculate→calculate quantities→ On Calculate→Price Waterfall Calculation→ After Calculate
- B. internal initialization →calculate formulas →calculate quantities →on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- C. internal initialization →on Initialization→ Before Calculate →calculate quantities→ On Calculate→Price Waterfall Calculation→ After Calculate→calculate formulas
- D. internal initialization →calculate formulas →calculate quantities →Price Waterfall Calculation →on Initialization → Before Calculate →On Calculate →After Calculate

**Answer: A**

Explanation:

The Salesforce CPQ calculation sequence includes:

Internal Initialization

QCP: onInitialization()

CPQ: Calculate Formulas (pre-calculation)

Price Rule Evaluation: Before Calculate

QCP: onCalculate()  
Price Waterfall (Pricing Engine)

QCP: AfterCalculate()

Option D matches this exact order:

internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall → After Calculate

### NEW QUESTION # 73

What does RASIC stand for?

- A. Responsible, Accountable, Supporting, Informed, Consulted
- B. React, Action, Support, Informed, Consulted
- C. Responsible, Actionable, Supporting, Informed, Communicate
- D. Responsible, Actionable, Supporting, Informed, Consulted

**Answer: A**

Explanation:

RASIC is a well-known responsibility matrix used in Salesforce projects.

✓ Correct definition: R - Responsible

A - Accountable

S - Supporting

I - Informed

C - Consulted

### NEW QUESTION # 74

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

**Answer: D**

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 # 75

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

**Answer: B**

### Explanation:

Salesforce CPQ Renewals use two fields:

Used for pipeline forecasting

Should be checked as soon as the contract activates

Indicates revenue is expected at renewal

Indicates the renewal quote has actually been generated

Should be checked close to the contract end date

1. Renewal Forecasted 2. Renewal Quoted This is standard Salesforce CPQ renewal process guidance.

Correct logic: Forecast early, quote late.

Thus:

✓ D

— This was dictated March 21, 1863, by General Quayle, General of the Army of Northern Virginia.

## NEW QUESTION # 76

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