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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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 Implementation Management: This domain focuses on leading scoping sessions, capturing solution designs, preparing for projects, and managing build, test, deployment, and support phases.

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The Salesforce AP-223 certification will further demonstrate your expertise in your profession and remove any room for ambiguity

on the hiring committee's part. Have you, however, consider how you might get ready for the Salesforce AP-223 Exam Questions? Do you know how we can unlock the door so that our dreams might take flight? Let's talk about some information that can help you prepare for the Salesforce AP-223 Certification Exam, and alter your route to success.

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

NEW QUESTION # 51
CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- A. Ensure Salesforce CPQ is upgraded to the latest release
- B. Rules that have a narrower evaluation scope will lead to better performance
- C. Ensure users who want to create large quotes have the CPQ Plus license
- D. Reuse referenced fields across the Ul and rules
- E. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios

Answer: A,B,D

NEW QUESTION # 52
You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget them determine the next course of action
- B. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- C. Implement the lookup price rules immediately then review with the solution Architect.
- D. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.

Answer: A

Explanation:
For a large Enterprise Revenue Cloud (Salesforce CPQ + Billing) implementation, the key themes in all Salesforce delivery guidance and project best practices are:
Governance and change control
Design-first, then build
Raising scope-impacting changes through the Project Manager
Architect accountability for solution integrity, PM accountability for scope/timeline/budget Let's walk through why C is correct and why the other options conflict with typical Salesforce CPQ/Billing implementation best practices.
1. Context of the ScenarioYou are in the Build phase and:
You already have a design with:
Multiple Lookup Price Rules implementing complex pricing.
New information emerges:
Additional pricing logic
External data stores that must be incorporated
Need to modify existing lookup rules
Need to create additional rules
Need API development (integration work)
This is not a cosmetic tweak; it is:
Scope-impacting (new integration/API work, new logic)
Design-impacting (pricing architecture changes)
Potentially timeline and budget impacting
Therefore, this triggers formal change control.
2. Why Option C is CorrectC. Communicate these changes to the project manager who will evaluate the impact to scope, timeline

and budget then determine the next course of action This aligns with standard Salesforce implementation and project governance principles:

Any change that affects scope, complexity, or integration must be raised to the Project Manager (PM) Project Manager is responsible for:

Scope management

Timeline & milestones

Budget & resourcing

Managing change requests and stakeholder approvals

The PM will:

Evaluate impact with:

Solution Architect (for technical/design impact)

Tech leads / Dev leads (for effort estimation)

Decide:

Whether a Change Request (CR) is needed

How to re-prioritize sprints, adjust backlog

Whether additional budget / time is required

How to communicate to customer stakeholders

This preserves:

Design integrity (Architect still evaluated the solution)

Project discipline (PM governs scope/timeline/budget)

Traceability and documentation (updated design docs, backlog, CRs)

This is exactly how a large enterprise Revenue Cloud (CPQ + Billing) program is expected to run.

3. Why the Other Options Are Not AppropriateA. "Adjust as long as we're in build phase"A. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Problems:

Implies uncontrolled scope creep:

"As long as we're in build, we can just keep adjusting."

No mention of:

Impact to scope, timeline, budget

Formal change control

Involvement of PM or Architect

In a complex CPQ/Billing implementation, this would:

Break governance

Risk missed deadlines and budget overruns

Create misaligned expectations with the customer

So A contradicts standard methodology and enterprise delivery practices.

B . "Implement then review with the Solution Architect"B. Implement the lookup price rules immediately then review with the solution Architect.

Problems:

Sequence is wrong:

You never build first and ask the Architect later on large-scale pricing and integration changes.

This can cause:

Misalignment with overall pricing architecture

Conflicts with other CPQ/Billing components (e.g., Amendments, Renewals, Billing logic) Rework if the Architect has a different approach Still no mention of PM or scope/timeline/budget impact.

This violates both design governance and project governance.

D . "Architect then immediate implementation (no PM)"D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

This is closer, but still incomplete:

Good:

You involve the Solution Architect.

You talk about updating design documents.

But:

No involvement of the Project Manager.

No consideration of:

Impact to scope

Impact to timeline

Impact to budget

For "large Enterprise Revenue Cloud" projects, Architect ≠ PM:

Architect owns technical solution integrity

PM owns project plan, change control, stakeholder approvals

So D ignores formal change management which is critical at enterprise scale.

E . "If low effort, just do it; else next sprint"E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise complete on the subsequent sprint.

Problems:

Consultant is unilaterally deciding based on "low effort":

No PM.

No formal scope/time/budget impact evaluation.

This might be okay for minor cosmetic or non-functional changes in a small project, but:

Here we have:

Complex pricing

Multiple lookup price rules

External data store integrations

API development

This is never "just low effort".

For a large enterprise Revenue Cloud implementation:

This bypasses governance, change control, and approvals.

So E promotes ad hoc scope changes, which is against standard practice.

4. How This Ties Back to Salesforce CPQ & Billing Best PracticesIn Salesforce CPQ and Billing implementations, especially when dealing with complex pricing logic and external integrations:

Complex Pricing (Lookup Price Rules):

Changes can affect:

Quote calculation performance

Sequential dependencies with Price Rules, Discount Schedules, QCP, Billing logic May cause downstream issues in:

Orders, Invoices, Revenue Schedules, Amendments, Renewals

External Data Stores & API Development:

Introduces:

New integration patterns

Error handling, retries, timeouts

Security and governance requirements

Impacts:

Technical design

Test strategy (SIT, UAT, performance testing)

Possibly non-functional requirements

Because of that, Salesforce project documentation and implementation guidance emphasize:

Raising such changes via Project Manager

Having the Solution Architect assess and update:

Solution design

Integration architecture

Managing it formally as a change request if it affects:

Scope

Timeline

Budget

This is exactly what Option C describes at the right level of responsibility.

NEW QUESTION # 53

How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?

- A. Enter the credit card details into a new payment Method record Click the Tokenize button
- B. From the Payment credit cards related list, click the new credit card button.
- C. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
- D. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.

Answer: D

Explanation:

To save a new credit card Payment Method for future payments, the correct Salesforce Billing process is:

Correct documented methodFrom the Account Page:

Go to the Payment Methods related list

Click New Payment Method - Credit Card

Enter card details
Card is tokenized (via Payment Gateway)
Saved for future payments
This is exactly what option D describes.
Why the other answers are incorrectOption
Why Incorrect
A . Tokenize button
Outdated UI/legacy workflow; new UI and gateways tokenize automatically.
B . Payment credit cards related list
Not the standard Billing object structure; Salesforce Billing uses Payment Method object, not "Payment Credit Card".
C . Enter card details + encryption
PCI does not allow storing full credit card numbers in Salesforce even with Platform Encryption - credit cards must be tokenized via gateway, not stored directly.
Therefore:
The only correct Salesforce Billing approach is D.

NEW QUESTION # 54

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the billing day of the month
- B. Set the order start date
- C. Set the order end date
- D. Set the activation date

Answer: B

Explanation:
The Order Management Plugin (OrderPlugin2) in Salesforce CPQ allows architects to override the default behavior of CPQ when generating Orders from Quotes.
According to CPQ developer documentation, the plugin can override:
Order start date
Order end date logic (in limited ways)
Order product behaviors
The key supported override is specifically:
Setting the Order Start Date programmatically

NEW QUESTION # 55

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. Contracted Pricing
- C. Subscription
- D. entitlements

Answer: B

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 # 56

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