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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

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Achieve Success 100% With Salesforce AP-223 Exam Questions In The First Attempt

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q80-Q85):

NEW QUESTION # 80

During Scoping the customer indicated that they needed customization to Salesforce CPQ. Due to a process in a legacy system what is the first step in ensuring the requirement is accounted for in Scoping?

- A. scope in developer resource for customization
- B. scope additional project hours for customization
- C. Make it optional Scope with possible change order during the project
- **D. Ask follow up questions to ensure legacy process has business justification**

Answer: D

Explanation:

The customer asks for customization because of a legacy system process.

Salesforce methodology says:

First validate whether the requirement is truly necessary in Salesforce or whether the legacy process should be transformed.

Therefore, the first step is:

✓ A - Ask follow-up questions to ensure the legacy process has business justification. You must determine:

Why the process exists today

Whether it is needed in the new system

Whether CPQ or Billing already support the requirement natively

Whether it introduces unnecessary technical debt

Only after justification should you:

Consider customization

Estimate hours

Add developers or change orders

Thus, A is the correct first step.

NEW QUESTION # 81

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules supporting complex pricing requirements. What tactics can a Revenue Cloud Consultant consider to reduce the number of price rules to improve performance in this area?

- **A. Implement lookup price rules where applicable**
- B. Create a support case and request to increase the processing limits so that price rules perform better.
- C. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- **D. Implement Quote Calculator Plugin where Possible to replace price rules.**
- E. Implement triggers and Apex that behave like price rules.

Answer: A,D

Explanation:

Salesforce CPQ performance can degrade with:

Too many price rules

Sequential calculator complexity

Recursion

90 rules is high, so optimization is needed.

✓ B. Implement Lookup Price Rules. Lookup Price Rules reduce:

Rule count

Condition logic

Maintenance complexity

A lookup table collapses many price rules into one rule, significantly improving performance.

✓ C. Use Quote Calculator Plugin (QCP). QCP replaces multiple price rules with:

A single JS module
 Faster calculations
 More flexible logic
 Improved performance, especially with:
 Complex math
 Multi-stage calculations
 External data lookups
 QCP is the recommended performance strategy when price rules become too heavy.
 Why the other options are incorrect:Option
 Why Incorrect
 A . Request increased limits
 Salesforce does not increase CPQ calculator limits via support.
 D . Apex triggers instead of price rules
 Not allowed; quote line editor uses client-side calculator, not Apex.
 E . Replace rules with nested bundles
 Does not solve pricing logic complexity and may worsen configuration performance.
 Thus, B and C are correct.

NEW QUESTION # 82

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

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

Answer: C

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 # 83

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. auto number
- B. Legal entity
- C. invoice run
- D. source
- **E. matching ID**

Answer: E

Explanation:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

NEW QUESTION # 84

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 → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas
- C. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- D. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → 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 # 85

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