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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.

Topic 2	• 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	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27
What are three key characteristics of an implementation partner leading are venue cloud scoping session?

- A. Experience in a selling role with quota responsibilities
- B. Excellent Communication Skills both verbal and written
- C. Having deep knowledge of competitor Products
- D. Being effective at planning, monitoring and reviewing
- E. Understanding design pitfalls and Mitigation actions to course correct.

Answer: B,D,E

Explanation:
A partner leading a Revenue Cloud Scoping session requires:
✔ A - Strong communication skillsEssential for facilitating workshops, documenting requirements, and aligning stakeholders.
✔ B - Effective at planning, monitoring, reviewingScoping is structured, requires:
Agenda control
Risk identification
Note capture
Validation cycles
✔ E - Understanding design pitfalls & mitigationCritical in CPQ + Billing, where poor scoping leads to:
Wrong pricing model
Incorrect renewal logic
Billing edge cases
Data migration problems
A good partner surfaces these risks early.
Why the wrong answers are incorrect:Option
Why Incorrect
C - Knowledge of competitor products
Not relevant to scoping Salesforce Revenue Cloud.
D - Experience with quota-carrying sales roles
Helpful but not foundational to scoping complex CPQ + Billing architecture.
Final answer for Q49 = A, B, E

NEW QUESTION # 28
Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Sales operations
- B. Technology
- C. Human Resource
- D. Information
- E. Customer Service
- F. Accounting and finance

Answer: A,B,D

Explanation:
The three customer teams that must be involved in Revenue Cloud scoping are:
✔ A - Information (Product / Pricing owners)They define product catalog rules, pricing models, and offerings.

✔ B - Technology (IT/Architecture)Ensures integration, data migration, security, and platform alignment.
✔ C - Sales OperationsOwns quoting flows, approvals, discounting, sales motions, and user experience.
These teams define core CPQ processes.
Why others aren't required at scoping:Team
Why Not Required
D - Accounting/Finance
Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.
E - Customer Service
Usually relevant for Service Cloud and CALM, not initial CPQ scoping.
F - Human Resources
Irrelevant to CPQ and Billing.
Thus A, B, C is correct.

NEW QUESTION # 29

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 Europeans instance of CPQ in order to optimize calculation performance?

- A. europe
- B. Server region has no performance impact
- C. japan
- D. North America
- E. Australia

Answer: A

Explanation:
The CPQ Quote Calculator is hosted by Salesforce in specific service regions.
Performance is optimized when the service region matches the Salesforce org location.
Since the German operation is hosted in the EU Salesforce instance, the performance-optimized setting is:
✔ Europe regionThis keeps latency minimal and significantly improves quote calculation speed.

NEW QUESTION # 30

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

Answer: D

Explanation:
Salesforce CPQ renewal automation uses two fields:
Indicates future revenue
Should be set immediately when contract is active
Indicates the renewal quote has been created
Should be set near the contract end date
1. Renewal Forecasted2. Renewal QuotedThis matches Salesforce best practice:
Forecast early → Quote late.
Thus C is correct.

NEW QUESTION # 31

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. salesforce users should use platform encryption for PCI Compliance.
- B. Enter the credit card details into a new payment Method record Click the Tokenize button
- C. From the Payment credit cards related list, click the new credit card button.
- 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 # 32

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