Salesforce Exam AP-223 Cost | Easy To Study and Pass Exam at first attempt & AP-223: CPQ and Billing Consultant Accredited Professional

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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Topic 2	• 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 3	• 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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q68-Q73):

NEW QUESTION # 68
Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Discount Schedule
- B. Price Rule with lookup table
- C. Percent of total
- D. Multi Dimensional Quoting

Answer: B

Explanation:
This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height.
These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.
Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.
✔ Why Price Rule with Lookup Table is the correct answerSalesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.
Lookup tables can key off of multiple dimensions, e.g.:
Length
Width
Height
A price rule performs the lookup at calculation time and sets:
List Price, or
Custom price field
Create custom fields on Quote Line:
Length__c
Width__c
Height__c
Build a Lookup Table with key columns:
Length range
Width range
Height range
Resulting price
Build a Price Rule that uses:
Price Conditions → to map entered dimensions
Lookup Query → to fetch matching price
Price Action → to set the Quote Line's Unit Price
Relevant capabilities:Typical CPQ design for dimensional pricing:This is exactly the pattern Salesforce recommends for multi-attribute pricing.
 Why the other options are incorrectA. Percent of TotalUsed for:
Support fees
Add-on fees based on parent productsNot for dimensional pricing.
B . Multi-Dimensional Quoting (MDQ)Used for:
Term-based pricing (Year 1, Year 2, Year 3)
Usage tiers over time
MDQ does not support 3-dimensional physical attributes.
C . Discount ScheduleSupports:
Volume tiering
Quantity-based pricing
Does not support multi-attribute dimensional pricing.

NEW QUESTION # 69
Universal containers has 3 product families-hardware, software and services. their sales reps want to be able to view the net totals of various product families at the quote level.in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record .from a performance standpoint, which of the following is true?

- A. the current solution with3 separate price rules is the most optimal solution
- B. it would be better to use a single price rule with 3 price actions
- C. it would be better to create separate quotes for each of the product families
- D. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality

Answer: D

Explanation:
The requirement:
Sales reps want to view net totals per product family at the quote level.
The admin created 3 price rules with summary variables → each rule sums net totals for a product family and writes to a quote field.
However, while this works, it is NOT optimal for performance.
Salesforce CPQ documentation clearly identifies Summary Variables + Price Rules as one of the most CPU-intensive parts of the Quote Calculator, especially when multiple rules are evaluated on large quotes.
✔ Why C is the correct answerUsing Quote Line Groups provides built-in auto-summary fields, including:
Group Total
Group Discount
Group Net Total
Group List Total
etc.
And importantly:
CPQ allows summary rollups from groups to quote-level fields automatically without running price rules.
Zero price rule executions → lower CPU usage
Faster calculation because summary variables do not have to iterate across all quote lines Native functionality is always more performant than custom rules Cleaner design: assign each product family to its own Quote Line Group Benefits:This matches Salesforce CPQ's recommended best practice:
Use Quote Line Groups for logical grouping and auto-summaries instead of summary-variable-based price rules whenever possible.

NEW QUESTION # 70
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. 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 # 71
After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the

quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. processed with design and build, and address performance issues as the final task in UAT
- B. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. Architect the revenue cloud solution to follow suit by extending customization using coding best practices to improve scalability

Answer: B

NEW QUESTION # 72
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 additional project hours for customization
- B. scope in developer resource for customization
- C. Ask follow up questions to ensure legacy process has business justification
- D. Make it optional Scope with possible change order during the project

Answer: C

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 justificationYou 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 # 73
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