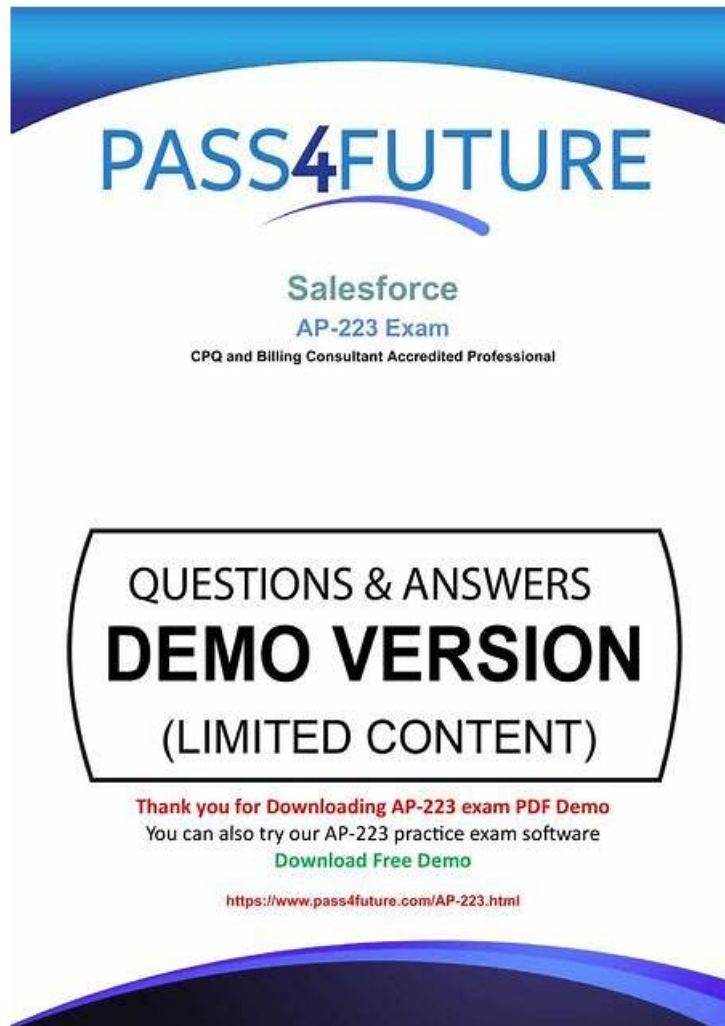


# Salesforce AP-223 Valid Cram Materials, New AP-223 Test Question



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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>New Release Capabilities:</b> This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• <b>Revenue Cloud Technical Design:</b> 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>• 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>
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>> Salesforce AP-223 Valid Cram Materials <<

## New Salesforce AP-223 Test Question & AP-223 Latest Test Labs

The Salesforce AP-223 certification is one of the top-rated career advancement certifications in the market. This CPQ and Billing Consultant Accredited Professional (AP-223) certification exam has been inspiring candidates since its beginning. Over this long time period, thousands of AP-223 Exam candidates have passed their CPQ and Billing Consultant Accredited Professional (AP-223) certification exam and now they are doing jobs in the world's top brands. You can also be a part of this wonderful community.

### Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q36-Q41):

#### NEW QUESTION # 36

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ Package setting for "Large Quote Experience"
- B. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- C. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits

**Answer: B**

Explanation:

When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.

Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.

The Salesforce documentation states:

Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.

It is not set arbitrarily; it must be based on empirical volume testing results.

This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.

Therefore, option D is the correct implementation.

#### NEW QUESTION # 37

Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?

- A. utilize the import lines feature to migrate quote & quote line data
- B. migrate opportunity, quote, and quote line data via data loader
- C. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- D. Migrate opportunity line item data via data loader, ensure "disable initial quote sync" is disable
- E. Migrate contract and subscription data via data loader

**Answer: A,B,D**

#### NEW QUESTION # 38

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. Brochures that provided detail to the products and services the client offers
- C. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- D. The latest release notes found at help.salesforce.com>salesforce CPQ patch notes
- E. The clients income statements and balance sheet.

**Answer: A,B,C**

Explanation:

Before a scoping session, the consultant should understand:

A - Sample proposals → reveals quoting format, pricing models, product structure.

B - Product brochures → clarifies offerings, catalog categories, bundles.

D - Approval matrix → shows governance controls required in CPQ.

Incorrect:

C Salesforce release notes are irrelevant to understanding customer requirements.

E Financial statements do not contribute to CPQ/Billing scoping.

Correct answers: A, B, D.

### NEW QUESTION # 39

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

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

**Answer: A**

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 # 40

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

**Answer: D**

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 incorrect

A. Percent of Total Used for:

Support fees

Add-on fees based on parent products. Not 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 Schedule Supports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

## NEW QUESTION # 41

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