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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.

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Salesforce - AP-223 - High Hit-Rate New CPQ and Billing Consultant Accredited Professional Real Test

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q98-Q103):

NEW QUESTION # 98
When activating an order with a contract attached, the Revenue Cloud sates rep notices that the contract does not have the attached assets.
What caused this to happen?

- A. The Asset Contract Relationship toggle is not active in the Setup -> Revenue Settings -> Automatically create Asset Contract Relationship.
- B. The sales rep did not manually create the Asset Contract Relationship object in order for the Contract to be linked to the Assets.
- C. The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.

Answer: A

NEW QUESTION # 99
A Revenue Cloud Consultant is preparing to enable multicurrency in an organization that already has active pricing procedures linked to predefined Salesforce Pricing decision tables. The consultant notices that the Currency field is not available to select within the pricing procedure.
What should the consultant do to resolve this?

- A. Deactivate the pricing procedure and the associated decision table, then enable multi-currency and add the Currency field to the decision table before reactivating them.
- B. Enable multi-currency in their org, then wait a few minutes for the Currency field to become available for use in the pricing procedure and related decision tables.
- C. Clone the pricing procedure and create a new decision table with the Currency field Link the new table to the cloned procedure and swap it into the setup to maintain continuity.

Answer: A

NEW QUESTION # 100
What are three Key Characteristics of an implementationpartner leading a revenue cloudscoping session?

- A. Being Effective at planning monitoring and reviewing
- B. Understanding Design pitfalls and Migration actions tocourse correct

- C. Experience in A Selling RoleWith Quota Responsibilities
- D. Having Deep Knowledge of competitor products
- E. Excellent Communication Skills both verbal and written

Answer: A,B,E

Explanation:
The key characteristics of an implementation partner leading a revenue cloud scoping session are:
A . Excellent Communication Skills both verbal and written: Effective communication is crucial in any project implementation. The implementation partner must be able to clearly articulate the project goals, requirements, and progress to all stakeholders. They must also be able to listen and understand the needs and concerns of the client and the project team.
C . Understanding Design pitfalls and Migration actions to course correct: An experienced implementation partner should have a deep understanding of the common pitfalls in design and migration and how to avoid or correct them. This includes understanding thetechnical and business implications of design decisions and being able to anticipate and mitigate risks.
D . Being Effective at planning, monitoring, and reviewing: The implementation partner should be skilled in project management, including planning, monitoring progress, and reviewing outcomes. They should be able to keep the project on track, ensure that all tasks are completed on time and within budget, and evaluate the success of the project.
While having experience in a selling role with quota responsibilities (B) and deep knowledge of competitor products (E) can be beneficial in some contexts, they are not typically considered key characteristics for leading a revenue cloud scoping session.
Reference:
https://help.salesforce.com/s/articleView?id=000389713&language=en_US&type=1

NEW QUESTION # 101
A Revenue Cloud user story for aSubscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers"what should be included inthe design of this solution?. (Choose 2 options)

- A. Contracts,Subscriptions and Assets should be populated with historical data.
- B. Discount schedules with Cross Orders checked.
- C. Use a summary variable targeting the subscriptionobject with a Price Rule.
- D. Legacy Orders and invoices should be migrated
- E. Custom Action to retrieve Purchased quantities from an external source

Answer: A,B

Explanation:
To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:
Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 Reference:
1: Revenue Management Platform & CPQ Solution - Salesforce.com US
2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce
3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead
4: Discount Schedules - Salesforce
5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION # 102
Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A. No, it is safe toassume that the customer doesn't need bundle configuration unless it'sbrought up specifically.
- B. Yes, bundle configuration is a necessary part of CPQ and it should always beimplemented.
- C. Yes, bundle Configuration should be introduced and it's up to the customer to decidewhether they need it or not.

- D. No, if the customer is not using bundle configuration currently, they won't need it in thefuture.

Answer: C

Explanation:
In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested1. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from1. However, whether a customer needs a bundle configuration or not depends on their specific needs and preferences2. Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer2. Reference Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION # 103
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