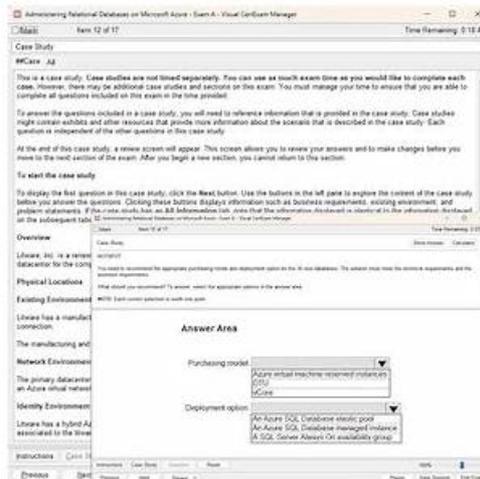# AP-223 exam dumps & AP-223 torrent vce & AP-223 study pdf

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q54-Q59):

NEW QUESTION # 54
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 quote line groups for each of the product families and then use quote line group auto-summary functionality
- D. it would be better to create separate quotes for each of the product families

Answer: C

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 # 55
Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Cancel and rebill, correct the order, create and post a new invoice.
- B. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- C. Delete the invoice record, correct the order, create and Post a new invoice
- D. credit the invoice, correct the order, create and post a new invoice

Answer: A

Explanation:
Salesforce Billing documentation states:
Posted Invoices cannot be edited, deleted, or reverted to draft.
Corrections must be performed through Cancel & Rebill.
Correct process:
Cancel & Rebill the posted invoice
The system automatically creates:
A Credit Memo for the incorrect invoice
A New Debit Invoice (unposted)
Admin corrects the Order / Order Product
Generate & post a new corrected invoice
Why the other options are incorrectOption
Issue
B . Change Posted → Draft
Impossible. Posted invoices cannot revert to draft.
C . Delete Invoice
Posted invoices cannot be deleted.
D . Credit the invoice manually
Does not follow the required cancel-re bill flow; also would not automatically issue corrected invoice.
Therefore A is the only Salesforce-compliant corrective action.

NEW QUESTION # 56

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Quote Calculator Plugin (QCP)
- B. Use a Work Flow
- C. Use a Flow that is triggered when the record is created and run before the record is saved
- D. Use a Custom Setting

Answer: C

Explanation:
Requirement:
Set Legal Entity on Order Product and OP Consumption Schedule in a scalable way.
Runs before insert, so no second update transaction is needed.
Scalable (bulk-safe, low CPU, no recursion).
Modern Salesforce best practice for field population.
Works consistently across:
Order Products
Usage/Consumption Schedules
Why D. Before-Save Flow is correctWhy not the others?Option
Why Incorrect
A . Workflow Rule
Deprecated, not scalable, cannot run before-save.
B . Custom Setting
Storage mechanism, not automation logic.
C . QCP
Only affects Quote stage, not Order Products or Consumption Schedules AFTER order creation.
Thus **D is the correct, scalable, and recommended pattern.

NEW QUESTION # 57

How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"
- B. It Prevents invoice document generation and stops email notifications from going out to the customer.
- C. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- D. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".

Answer: A

Explanation:
Salesforce Billing's Hold Billing field on Order Product works exactly as follows:
When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.
Once the user sets Hold Billing back to No, Billing:
Calculates the missed invoice periods
Creates catch-up invoice lines so billing is not lost
Correct Behavior (per Documentation)This means:
✔ Invoicing is suspended
✔ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.
Why the other answers are incorrectOption
Description
Why Incorrect
A
Prevents invoice document generation and emails
Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.
B
Hold Billing auto-resets on activation

False. Hold Billing is a manual field and does not auto-clear.
D
Only invoices after Hold Billing is set to No are created
Incorrect-Billing creates catch-up invoices for missed time.
Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 58

A Revenue Cloud user story for a Subscription-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 in the design of this solution?

- A. Legacy Orders and invoices should be migrated.
- B. Discount schedules with Cross Orders checked. (Choose 2 options)
- C. Custom Action to retrieve Purchased quantities from an external source
- D. Contracts, Subscriptions and Assets should be populated with historical data.
- E. Use a summary variable targeting the subscription object with a Price Rule.

Answer: B,D

Explanation:
The requirement:
"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.
To support this:
✔ B - Contracts, Subscriptions and Assets should be populated with historical dataCPQ reads existing Subscriptions/Assets to determine previously purchased quantities.
Historical install base must be migrated for correct discounting.
✔ E - Discount schedules with Cross Orders checkedSalesforce CPQ includes an OOTB feature:
Discount Schedule → Cross Orders = TRUEThis allows the quantity tiers to consider historical purchases.
Incorrect options:
A Custom Action unnecessary unless data is external (not indicated here).
C Summary variables cannot aggregate off-contract historical quantities.
D Migrating invoices is not required for quantity-based pricing.
Thus, the validated answers are B and E.

NEW QUESTION # 59

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