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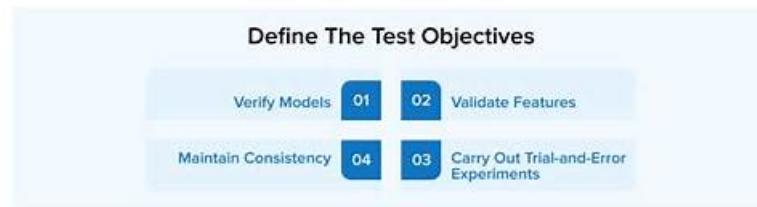

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Salesforce AP-223 Exam Syllabus Topics:

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 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	• 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.

>> AP-223 Reliable Test Objectives <<

Actual Salesforce AP-223 Exam Questions – Key To Success

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q52-Q57):

NEW QUESTION # 52
After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed 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. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- B. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue

- C. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- D. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT

Answer: B

Explanation:
Your CPQ org is performing poorly because:
30 Process Builders running on Quote & Opportunity
Heavy customization
Excessive automation layers
Salesforce best practice for Revenue Cloud:
Remove technical debt BEFORE designing the CPQ/Billing solution.
Thus:
✔ C - Baseline performance and fix technical debt firstReasons:
CPQ depends heavily on synchronous calculations
Custom automations drastically increase sync time
Process Builder is deprecated; should be migrated to Flow
Poor performance must be cleaned before CPQ design
Why others are wrong:Option
Why Incorrect
A - Upgrade CPQ
Upgrading cannot fix org-level technical debt.
B - Mark issues out-of-scope
Avoiding technical debt leads to project failure.
D - Extend customization
Adding code on top of a broken process worsens performance.
Thus C is correct.

NEW QUESTION # 53
An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage ChargesFalse.
Which setting will generate invoice lines?

- A. Order Products with Next Charge Date equal to or earlier January 15
- B. Order Products with Next Billing Date equal to or after January 15
- C. Usage Summaries with Next Billing Date equal to or earlier than January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

Answer: D

Explanation:
Invoice Scheduler Settings:
Target Date = Jan 15
Bill Usage Charges = FALSE
This means:
The scheduler will generate invoice lines for Order Products only, not usage summaries.Thus the correct rule is:
✔ A - Order Products with Next Billing Date equal to or earlier than January 15 Why the other options are wrong:Option Why
Incorrect B - Usage Summaries Ignored because Bill Usage Charges = False.
C - Next Billing Date equal to or after
Billing only generates lines for dates <= Target Date.
D - Next Charge Date
Not used by Invoice Scheduler.
Thus A is correct.

NEW QUESTION # 54
A revenue cloud customer has posted an invoice and now wants to add on more items from another order associated to that account without using invoice batches.
How can this be accomplished?

- A. Use bill now on the new Order and consolidate the invoices.
- B. use bill now on the new order and reparent the new invoice lines to the existing invoice
- C. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- D. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.

Answer: A

Explanation:
Scenario:
A customer has:
A posted invoice
A new order for the same account
Wants to add items without using invoice batches
The correct approach:
✔ D - Use Bill Now on the new order and consolidate invoicesSteps:
Run Bill Now on the new order → generates a new invoice immediately.
Enable Invoice Consolidation (Billing settings / Account level).
Combine invoice lines from the new invoice into the already posted invoice.
Salesforce Billing supports invoice consolidation even after one invoice is posted.
Why the other options are wrongOption
Why Incorrect
A - Credit then Bill
Unnecessary; original invoice is correct and should remain posted.
B - Bill Now + reparent invoice lines
Reparenting posted invoice lines is NOT supported.
C - Cancel and Rebill
Only used to correct errors, not to add new order items.
Thus D is the correct solution.

NEW QUESTION # 55
What fields are required on the usage record to load and rate the usage?

- A. start date time, end date time, matching attribute, unit of measure, quantity, usage summary Cloud Certified Practice Tests
- B. Unit of measure, quantity
- C. Account, order product, usage summary start date time, end date time, quantity start date time, end date time, matching ID, matching Attribute,
- D. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account

Answer: D

Explanation:
To correctly load and rate Usage in Salesforce Billing, a Usage Record must contain the minimum required fields that allow the Billing Engine to:
Identify which subscription/order product the usage belongs to
Determine the billing period
Retrieve the correct rating method (per unit, tiered, etc.)
Apply account-level and billing-level context
Roll up usage into a Usage Summary for invoicing
Salesforce Billing documentation specifies that the following fields are required for rating:
Required Fields for Usage RatingField
Why it is required
Order Product (SBQQB__OrderProduct__c)
Links usage to the billable product and its pricing model
Start Date/Time
Used to determine billing period & usage summary matching
(End Date/Time)
Optional, depending on rating model
Quantity
Required for rating calculation

Unit of Measure
Required to match usage with the product's usage rate
Usage Summary Lookup (optional but required for import batching)
Groups usage records for processing
Account
Required for Billing Context
Option B is the only choice that correctly includes:
Order Product (mandatory for rating)
Start Date/Time
Quantity
Unit of Measure
Usage Summary Lookup
Account
This matches Salesforce Billing's usage rating prerequisites.
✔ Why other options are incorrect:A - Missing Order Product IDUsage cannot be rated without knowing which subscription/order product it belongs to.
So A is invalid.
"Matching ID" and "Matching Attribute" are not standard required fields for usage rating.
Overly broad and mixes irrelevant fields.
C - Includes fields that Salesforce does not require
D - Only includes UOM + QuantityInsufficient. Missing the essential contextual fields (Order Product, Date/Time, Account).
✔ Final Confirmed AnswerB. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account

NEW QUESTION # 56

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

Answer: C

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 # 57

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