

# Latest Released Salesforce Reliable AP-223 Test Dumps - AP-223 CPQ and Billing Consultant Accredited Professional



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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<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>
Topic 3	<ul style="list-style-type: none"><li>New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>

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### Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q26-Q31):

#### NEW QUESTION # 26

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 European instance of CPQ in order to optimize calculation performance?

- A. Australia
- **B. Europe**
- C. Japan
- D. North America
- E. Service Region has no performance impact

**Answer: B**

Explanation:

The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:

The service region is geographically close to the Salesforce org.

Since the org is hosted in the EU:

✓ D - Europe is the correct service region, which reduces latency and speeds calculation.

Why the others are wrong: Option

Why Incorrect

A - No performance impact

100% incorrect; region affects latency heavily.

B - North America

Far from EU, adds latency.

C - Japan

Even slower.

E - Australia

Worst possible latency option.

Thus D is correct.

#### NEW QUESTION # 27

After installing Salesforce CPQ in your customer's 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. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution**
- B. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT
- 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: A**

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 first Reasons:

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 # 28

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. Server region has no performance impact
- B. Japan
- C. Europe
- D. Australia
- E. North America

**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 region This keeps latency minimal and significantly improves quote calculation speed.

### NEW QUESTION # 29

Which three are key steps when documenting user stories?

- A. Design the solution while the business process is being defined
- B. Identify the acceptance criteria or result for satisfying the user story.
- C. Identify the actor or personas in this user story
- D. Know which business process the requirement supports to categorize the user story
- E. Document user acceptance test scripts for the user story.

**Answer: B,C,D**

Explanation:

Salesforce user story best practices include:

A - Know the business process the story supports

B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:

C Designing the solution before the business process is finalized violates Salesforce implementation methodology.

D Writing test scripts is UAT preparation, not part of writing user stories.

### NEW QUESTION # 30

what are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.
- B. using price book entries to handle attribute based variations instead of lookup price rules designing the product catalog with SKU rationalization in mind
- C. documenting logical architecture diagrams for data flow between systems
- D. Creating process builders and flows to pass data between fields instead of using twin field mapping

Answer: A,B,C

### NEW QUESTION # 31

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