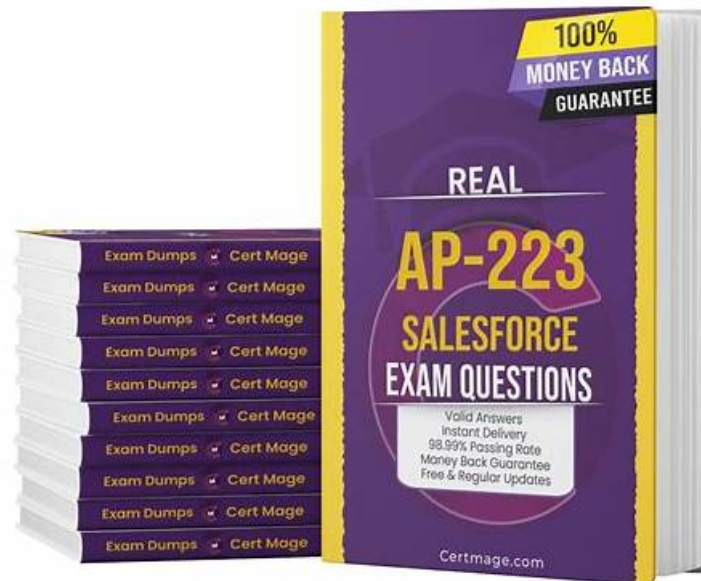


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Salesforce AP-223 Exam Syllabus Topics:

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.

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Latest AP-223 Exam Questions - AP-223 Test Valid

Practicing for an CPQ and Billing Consultant Accredited Professional (AP-223) exam is one of the best ways to ensure success. It helps students become familiar with the format of the actual AP-223 practice test. It also helps to identify areas where more focus

and attention are needed. Furthermore, it can help reduce the anxiety and stress associated with taking an CPQ and Billing Consultant Accredited Professional (AP-223) exam as it allows students to gain confidence in their knowledge and skills.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q137-Q142):

NEW QUESTION # 137

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Quote Object.
- B. The User did not have the proper access to the Quote Line object.
- **C. The User did not execute post-installation scripts upon their first login to CPQ.**
- D. The User did not have the proper access to the Opportunity Product object.

Answer: C

Explanation:

When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script: Creates default settings

Ensures CPQ-managed fields are initialized

Grants required permissions

Creates default Primary Quote logic metadata

Updates field values such as IsPrimary, quote calculation settings, etc.

Why the issue happenedThe customer implemented automation that automatically sets a new quote as Primary at creation.

If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.

Therefore, the "first time users tried to create quotes" → they encountered errors, because:

Their user-specific CPQ installation metadata was not initialized

CPQ could not run its internal logic that depends on Primary Quote setup Salesforce's installation documentation explicitly states:

Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.

Thus the correct answer is A, and it is consistent with CPQ installation best practices.

NEW QUESTION # 138

Universal containers has threeproduct families-hardware,software and services,their salesreps want to be able to view the net totals of various product families at the quotelevel.in order to support this,the CPQ admin has created3 price rules that use summaryvariables to add the net total for quote lines that belong toa particular product family andintend topopulate the sums to custom fields on the quote record.from a performancestandpoint,which of the following is true?

- A. it would be better to create separate quotes for each of the product families
- B. it would be better to create separate quote line groups for each of the product familiesand then use quote line groupauto-summary functionality
- C. the current solution with3separate price rulesis the most optimal solution
- **D. it wouldbe better to use a single price rule with 3 price actions**

Answer: D

Explanation:

Salesforce CPQ (Configure, Price, Quote) allows admins to automate price calculations and update quote line fields¹. In the context of Universal Containers, they have three product families and want to view the net totals of these families at the quote level¹. The current solutioninvolves creating three separate price rules that use summary variables to add the net total for quote lines that belong to a particular product family¹. However, from a performance standpoint, it would be more efficient to use a single price rule with three price actions². This isbecause price rules can inject a static value, field value, or summary variable into a quote or quote line field¹. Therefore, having a single price rule with multiple price actions can streamline the process and improve performance².

Reference: ¹²

NEW QUESTION # 139

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- **B. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate**
- C. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas
- D. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate

Answer: B

Explanation:

The Salesforce CPQ calculation sequence includes:

Internal Initialization

QCP: onInitialization()

CPQ: Calculate Formulas (pre-calculation)

Price Rule Evaluation: Before Calculate

QCP: onCalculate()

Price Waterfall (Pricing Engine)

QCP: AfterCalculate()

Option D matches this exact order:

internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall → After Calculate

NEW QUESTION # 140

After installing Salesforce CPQ in your customer 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, categorize the subpar customizations as 'out of scope'.**
- B. Architect the revenue cloud solution to follow suit by extending customization using coding best practices to improve scalability
- C. process with design and build, and address performance issues as the final task in UAT
- D. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues

Answer: A

NEW QUESTION # 141

Universal Containers (UC) sells complex Enterprise Connectivity Suites made up of physical hardware, cloud software, and services. Each component demands a unique fulfillment process, but UC's current system's uniform order treatment leads to delays and errors in tailored delivery. UC needs to break down these complex orders, apply custom fulfillment plans for each distinct product, and ensure a tailored delivery experience.

Which Revenue Cloud capability should solve UC's problems with accurate order fulfillment?

- **A. Dynamic Revenue Orchestrator (DRO)**
- B. Salesforce Experience Cloud for customer portals
- C. Product Configurator

Answer: A

NEW QUESTION # 142

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