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### Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
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>• 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>

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

### NEW QUESTION # 54

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. North America
- D. Japan
- 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 # 55

How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?

- A. Enter the credit card details into a new payment Method record Click the Tokenize button
- B. From the Payment credit cards related list, click the new credit card button.
- C. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
- **D. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.**

**Answer: D**

Explanation:

To save a new credit card Payment Method for future payments, the correct Salesforce Billing process is:

Correct documented method From the Account Page:

Go to the Payment Methods related list

Click New Payment Method - Credit Card

Enter card details

Card is tokenized (via Payment Gateway)

Saved for future payments

This is exactly what option D describes.

Why the other answers are incorrect: Option

Why Incorrect

A . Tokenize button

Outdated UI/legacy workflow; new UI and gateways tokenize automatically.

B . Payment credit cards related list

Not the standard Billing object structure; Salesforce Billing uses Payment Method object, not "Payment Credit Card".

C . Enter card details + encryption

PCI does not allow storing full credit card numbers in Salesforce even with Platform Encryption - credit cards must be tokenized via gateway, not stored directly.

Therefore:

The only correct Salesforce Billing approach is D.

### NEW QUESTION # 56

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. 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. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- D. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues

**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 # 57

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Investable, Negotiable, Valuable, Estimable, Small, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Independent, Negotiable, Valuable, Estimable, Small, Testable

**Answer: D**

Explanation:

INVEST criteria is a standard Agile user story quality framework.

Correct breakdown:

I - Independent

N - Negotiable

V - Valuable  
E - Estimable  
S - Small  
T - Testable

Thus D is the correct choice.

### NEW QUESTION # 58

Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. brochures that provided detail to the products and services the client offers
- C. The latest release notes found at [help.salesforce.com>salesforce CPQ patch notes](https://help.salesforce.com/salesforce)
- D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer

**Answer: A,B,D**

### NEW QUESTION # 59

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