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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

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 Intereactive Testing Engine <<

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74
A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. Subscription
- B. Contracted Pricing
- C. Entitlements
- D. Order Products

Answer: B

Explanation:
User Story:
"Sales users should be able to create new quotes with rate cards and account-specific discounts that honor originally negotiated pricing." This means the system must pre-store customer-specific negotiated prices.
In Revenue Cloud, the object used for this is:
✔ Contracted PricingContracted Pricing stores:
Account-specific price overrides
Custom discounting
Negotiated flat rates
Validity windows
When a new quote is created, Salesforce CPQ automatically applies Contracted Pricing to the relevant products.
Why the other options are incorrect:Option
Why Incorrect
B - Subscription
Tracks ongoing services, not negotiated pricing.
C - Order Product
Not used for quoting or negotiated rates.
D - Entitlements
Applies to support or warranty, not pricing.

NEW QUESTION # 75
An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Project Manager
- B. Customer Success Manager
- C. Technical Architect
- D. Developer

- E. Solution Architect

Answer: A

Explanation:
When an escalation occurs on a Revenue Cloud implementation, the question is:
Who is ultimately responsible for the success of the project?
While many roles contribute, the Project Manager (PM) is the one accountable for:
Scope
Budget
Timeline
Risk & issue management
Cross-team coordination
Customer communication
Driving escalations and resolutions
Salesforce project methodology is clear:
The Project Manager owns overall project success.
Why the other roles are not the primary accountable party:Role
Why Not Responsible for Overall Success
Technical Architect
Owns technical integrity, not project success.
Solution Architect
Owns functional solution design, not delivery metrics.
Developer
Executes tasks, not responsible for project outcome.
Customer Success Manager
Supports customer relationship but not delivery execution.
Thus, the correct answer is:
✔ B - Project Manager

NEW QUESTION # 76
What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?
Choose 3 answers

- A. The creation of external objects will bypass the need for legacy data migration
- B. The Amendments and Renewals process will be subject to customizations
- C. Large volumes of data take a longer time to load.
- D. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- E. Extracting from multiple sources takes additional resources and time to access and process

Answer: C,D,E

Explanation:
These are the three factors that increase scope during legacy data migration for Revenue Cloud:
✔ A - Extracting from multiple sources takes more time and resourcesIf legacy data is spread across multiple CRMs, ERPs, billing engines, or flat files, this increases:
Extraction complexity
Mapping effort
Data cleansing time
This always expands project scope.
✔ B - Fragmented or incomplete information must be aggregated and validatedIf legacy data is dirty or inconsistent:
Amendments fail
Renewals break
CPQ calculations are wrong
Billing proration becomes inaccurate
Data validation + cleanup = additional scope.
✔ D - Large data volumes take longer to loadFull loads of:
Order Products
Subscriptions

Assets
Contracts
...can take hours to days, requiring:
Batch loading
Testing
Restart planning
Performance tuning
This clearly expands scope.
Why C and E are not correct:Option
Reason
C - External objects eliminate migration
Completely false. CPQ/Billing cannot use external objects for core processes such as pricing, contracting, amendments, renewals, invoicing.
E - Amendments/Renewals require customizations
Not a migration consideration; it is a design topic, not a factor that expands migration scope.

NEW QUESTION # 77
Which Revenue Cloud feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Renewals
- B. Order
- C. Subcription
- D. Amendments.
- E. Customer Asset Lifecycle Management (CALM)

Answer: C

NEW QUESTION # 78
During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results.
Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. Expected results
- B. quote number order number or invoice number
- C. description of new requirements that will help fix the issue
- D. steps to replace issue
- E. expected resolution date

Answer: A,B,D

Explanation:
During UAT, any incident related to invoice totals must include information that allows the consultant or tester to reproduce and diagnose the issue quickly.
✔ B - Quote number, Order number, or Invoice numberThese IDs allow the consultant to immediately:
Locate the exact transaction
Review invoice lines, tax, proration, billing rules
Check data mapping and calculation sequence
This is essential for any Revenue Cloud troubleshooting scenario.
✔ D - Steps to replicate the issueWithout reproducible steps, diagnosis is almost impossible.
UAT defect triage requires:
Exact user actions
Fields populated
Sequence of operations (e.g., "Bill Now", "Invoice Run", etc.)
This is a Salesforce UAT best practice.
✔ E - Expected resultsCrucial for determining:
Whether the system is incorrect
Whether requirements were misunderstood
Whether recalculation logic (tax, proration, discounts) was expected to behave differently Why Other Options Are IncorrectOption
Why Wrong A - Description of new requirements UAT incidents are not for new requirements; they are for defects.
C - Expected resolution date

Not part of incident description; it's part of project management, not defect logging.
Final answer: B, D, E

NEW QUESTION # 79

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