

Updated Salesforce - AP-223 Latest Examprep



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Salesforce AP-223 Exam Syllabus Topics:

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

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AP-223 Questions Answers - AP-223 Reliable Exam Book

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. The platform ensures that all sandboxes are upgraded at the same time so wait for further update.
- B. Determine whether your sandbox is on a preview or non preview instance.
- C. Submit a ticket to support when you want your sandbox Updated.
- D. Review status.salesforce.com to determine refresh cutoff for the new release

Answer: B,D

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview scheduleSalesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instanceCritical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER productionTo test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D)Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Therefore, A and C are correct, not D.

Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time.

Preview vs Non-preview determines upgrade timing.

NEW QUESTION # 74

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Always
- **B. Load.**
- C. Save
- D. Load and Edit

Answer: B

Explanation:

The requirement is:

When configuring a bundle, if the customer has previously purchased a hardware firewall, the Hardware Firewall product option should be hidden during bundle configuration.

This means the Product Rule must evaluate immediately when the bundle configuration UI loads, so that the option is hidden before the user begins configuring.

Salesforce CPQ documentation clarifies the evaluation events for Product Rules:

Evaluation Events in CPQ Product RulesEvaluation Event

When it Fires

Use Case

Load

Fires immediately when the configurator opens

Use this when hiding options or preselecting options based on external or historical data, Assets, Subscriptions, etc.

Load and Edit

Fires on initial load and every time the user makes changes

Use when rules may need re-checking with every MODIFY step.

Save

Only fires when clicking Save

Use when validating configuration before saving (e.g., preventing invalid combinations).

Always

Fires during all events including load, edit, and save

Rarely used; typically only for enforcement rules.

You need the option hidden right when the configurator loads.

The rule uses historical data (previously purchased hardware firewall).That data does not change in real time during the configuration session.

There is no need to re-check during every selection or on save.

Why Load is the correct answer:Therefore, using Load provides:

Optimal performance

Immediate user experience consistency
No unnecessary re-evaluations
Overkill; runs multiple times unnecessarily.
Negative impact on performance in large quotes/bundles.
Why the other options are incorrect:
☐ A. Always
Hiding an option at save time is too late.
The user should not see the firewall option at all if they already purchased it.
☐ B. Save
This re-evaluates the product rule every time the user interacts.
Not required because the "past purchase" condition does not change during configuration.
Adds unnecessary processing.
☐ C. Load and Edit

NEW QUESTION # 75

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

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

Answer: A,C,D

NEW QUESTION # 76

Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Information
- B. Human Resource
- C. Customer Service
- D. Accounting and finance
- E. Sales operations
- F. Technology

Answer: A,E,F

Explanation:

The three customer teams that must be involved in Revenue Cloud scoping are:

- ✓ A - Information (Product / Pricing owners) They define product catalog rules, pricing models, and offerings.
- ✓ B - Technology (IT/Architecture) Ensures integration, data migration, security, and platform alignment.
- ✓ C - Sales Operations Owns quoting flows, approvals, discounting, sales motions, and user experience.

These teams define core CPQ processes.

Why others aren't required at scoping: Team

Why Not Required

D - Accounting/Finance

Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.

E - Customer Service

Usually relevant for Service Cloud and CALM, not initial CPQ scoping.

F - Human Resources

Irrelevant to CPQ and Billing.

Thus A, B, C is correct.

NEW QUESTION # 77

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

Answer: C

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 invoices

Steps:
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 wrong

Option

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 # 78

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