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

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34
which three are key steps when documenting user stories?

- A. Document user acceptance test scripts for the user story.
- B. Know which business process the requirement supports to categorize the user story

- C. Identify the acceptance criteria or result for satisfying the user story.
- D. Identity the actor or personas in this user story
- E. Design the solution while the business process is being defined

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 # 35
Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?

- A. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- B. migrate opportunity , quote ,and quote line data via data loader
- C. Migrate contract and subscription data via data loader
- D. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable
- E. utilize the import lines feature to migrate quote & quote line data

Answer: B,D,E

NEW QUESTION # 36
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. North America
- B. europe
- C. Australia
- D. japan
- E. Server region has no performance impact

Answer: B

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 regionThis keeps latency minimal and significantly improves quote calculation speed.

NEW QUESTION # 37
Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height.
which cpq pricing functionality should be used here?

- A. Price Rule with lookup table
- B. Multi Dimensional Quoting
- C. Discount Schedule
- D. Percent of total

Answer: A

Explanation:
This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height.

These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✔ Why Price Rule with Lookup Table is the correct answerSalesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities:Typical CPQ design for dimensional pricing:This is exactly the pattern Salesforce recommends for multi-attribute pricing.

☐ Why the other options are incorrectA. Percent of TotalUsed for:

Support fees

Add-on fees based on parent productsNot for dimensional pricing.

B . Multi-Dimensional Quoting (MDQ)Used for:

Term-based pricing (Year 1, Year 2, Year 3)

Usage tiers over time

MDQ does not support 3-dimensional physical attributes.

C . Discount ScheduleSupports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

NEW QUESTION # 38

universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?

- A. Add the partner type field to the calculating fields field set
- B. Refresh post install scripts
- C. calculation Include the field in a custom metadata setting
- D. Setup a quote calculator plugin to ensure the custom field triggers

Answer: A

NEW QUESTION # 39

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