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Free PDF Authoritative Salesforce - AP-223 - CPQ and Billing Consultant Accredited Professional Pass Test Guide

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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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q38-Q43):

NEW QUESTION # 38

Which feature is needed to split Order Products into different Invoice runs?

- A. Invoice Batch
- B. Order by Quote Line Group
- C. Order by Group
- D. **Invoice Group**

Answer: D

Explanation:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answerThe Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

NEW QUESTION # 39

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

Answer: C

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 incorrect

A. Percent of Total Used for:

Support fees

Add-on fees based on parent products

Not 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 Schedule Supports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

NEW QUESTION # 40

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. Contracted Pricing
- B. Subscription
- C. entitlements
- D. order products

Answer: A

Explanation:

The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.

In Salesforce CPQ, the object that stores account-specific negotiated prices is:

Contracted Pricing (SBQQ_ContractedPrice_c)

This object overrides standard list prices during quoting based on:

Account

Product

Pricebook

Contract linkage

Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

NEW QUESTION # 41

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?

- A. Implement triggers and Apex that behave like price rules.
- B. Implement Quote Calculator Plugin where Possible to replace price rules.
- C. Implement lookup price rules where applicable
- D. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- E. Create a support case and request to increase the processing limits so that price rules perform better.

Answer: B,C

Explanation:

Salesforce CPQ performance can degrade with:

Too many price rules

Sequential calculator complexity

Recursion

90 rules is high, so optimization is needed.

✓ B. Implement Lookup Price Rules
Lookup Price Rules reduce:

Rule count

Condition logic

Maintenance complexity

A lookup table collapses many price rules into one rule, significantly improving performance.

✓ C. Use Quote Calculator Plugin (QCP)
QCP replaces multiple price rules with:

A single JS module

Faster calculations

More flexible logic

Improved performance, especially with:

Complex math

Multi-stage calculations

External data lookups

QCP is the recommended performance strategy when price rules become too heavy.

Why the other options are incorrect: Option

Why Incorrect

A. Request increased limits

Salesforce does not increase CPQ calculator limits via support.

D. Apex triggers instead of price rules

Not allowed; quote line editor uses client-side calculator, not Apex.

E. Replace rules with nested bundles

Does not solve pricing logic complexity and may worsen configuration performance.

Thus, B and C are correct.

NEW QUESTION # 42

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

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

Answer: B

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

Owes technical integrity, not project success.

Solution Architect

Owes 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 # 43

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