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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q55-Q60):

NEW QUESTION # 55

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and

external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- **B. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action**
- C. Implement the lookup price rules immediately then review with the solution Architect.
- D. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.
- E. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Answer: B

Explanation:

For a large Enterprise Revenue Cloud (Salesforce CPQ + Billing) implementation, the key themes in all Salesforce delivery guidance and project best practices are:

Governance and change control

Design-first, then build

Raising scope-impacting changes through the Project Manager

Architect accountability for solution integrity, PM accountability for scope/timeline/budget Let's walk through why C is correct and why the other options conflict with typical Salesforce CPQ/Billing implementation best practices.

1. Context of the Scenario You are in the Build phase and:

You already have a design with:

Multiple Lookup Price Rules implementing complex pricing.

New information emerges:

Additional pricing logic

External data stores that must be incorporated

Need to modify existing lookup rules

Need to create additional rules

Need API development (integration work)

This is not a cosmetic tweak; it is:

Scope-impacting (new integration/API work, new logic)

Design-impacting (pricing architecture changes)

Potentially timeline and budget impacting

Therefore, this triggers formal change control.

2. Why Option C is Correct C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action This aligns with standard Salesforce implementation and project governance principles:

Any change that affects scope, complexity, or integration must be raised to the Project Manager (PM) Project Manager is responsible for:

Scope management

Timeline & milestones

Budget & resourcing

Managing change requests and stakeholder approvals

The PM will:

Evaluate impact with:

Solution Architect (for technical/design impact)

Tech leads / Dev leads (for effort estimation)

Decide:

Whether a Change Request (CR) is needed

How to re-prioritize sprints, adjust backlog

Whether additional budget / time is required

How to communicate to customer stakeholders

This preserves:

Design integrity (Architect still evaluated the solution)

Project discipline (PM governs scope/timeline/budget)

Traceability and documentation (updated design docs, backlog, CRs)

This is exactly how a large enterprise Revenue Cloud (CPQ + Billing) program is expected to run.

3. Why the Other Options Are Not Appropriate A. "Adjust as long as we're in build phase" A. Communication to the customer

ongoing adjustment can be made as long as we're in the build phase.

Problems:

Implies uncontrolled scope creep:

"As long as we're in build, we can just keep adjusting."

No mention of:

Impact to scope, timeline, budget

Formal change control

Involvement of PM or Architect

In a complex CPQ/Billing implementation, this would:

Break governance

Risk missed deadlines and budget overruns

Create misaligned expectations with the customer

So A contradicts standard methodology and enterprise delivery practices.

B . "Implement then review with the Solution Architect" B. Implement the lookup price rules immediately then review with the solution Architect.

Problems:

Sequence is wrong:

You never build first and ask the Architect later on large-scale pricing and integration changes.

This can cause:

Misalignment with overall pricing architecture

Conflicts with other CPQ/Billing components (e.g., Amendments, Renewals, Billing logic) Rework if the Architect has a different approach Still no mention of PM or scope/timeline/budget impact.

This violates both design governance and project governance.

D . "Architect then immediate implementation (no PM)" D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

This is closer, but still incomplete:

Good:

You involve the Solution Architect.

You talk about updating design documents.

But:

No involvement of the Project Manager.

No consideration of:

Impact to scope

Impact to timeline

Impact to budget

For "large Enterprise Revenue Cloud" projects, Architect \neq PM:

Architect owns technical solution integrity

PM owns project plan, change control, stakeholder approvals

So D ignores formal change management which is critical at enterprise scale.

E . "If low effort, just do it; else next sprint" E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise complete on the subsequent sprint.

Problems:

Consultant is unilaterally deciding based on "low effort":

No PM.

No formal scope/time/budget impact evaluation.

This might be okay for minor cosmetic or non-functional changes in a small project, but:

Here we have:

Complex pricing

Multiple lookup price rules

External data store integrations

API development

This is never "just low effort".

For a large enterprise Revenue Cloud implementation:

This bypasses governance, change control, and approvals.

So E promotes ad hoc scope changes, which is against standard practice.

4. How This Ties Back to Salesforce CPQ & Billing Best Practices In Salesforce CPQ and Billing implementations, especially when dealing with complex pricing logic and external integrations:

Complex Pricing (Lookup Price Rules):

Changes can affect:

Quote calculation performance

Sequential dependencies with Price Rules, Discount Schedules, QCP, Billing logic May cause downstream issues in:

Orders, Invoices, Revenue Schedules, Amendments, Renewals
 External Data Stores & API Development:
 Introduces:
 New integration patterns
 Error handling, retries, timeouts
 Security and governance requirements
 Impacts:
 Technical design
 Test strategy (SIT, UAT, performance testing)
 Possibly non-functional requirements
 Because of that, Salesforce project documentation and implementation guidance emphasize:
 Raising such changes via Project Manager
 Having the Solution Architect assess and update:
 Solution design
 Integration architecture
 Managing it formally as a change request if it affects:
 Scope
 Timeline
 Budget
 This is exactly what Option C describes at the right level of responsibility.

NEW QUESTION # 56

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

Answer: C

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 Rules

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 # 57

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.

what should the admin do to resolve this issue?

- A. All bundles that have more than 20 product should be split into smaller bundles
- B. Enable large configurations setting should not be used in such a case.
- C. Recommend CPQ and billing design solutions within proper capabilities
- **D. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field**

Answer: D

NEW QUESTION # 58

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

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

Answer: B

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 # 59

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

- **A. From the Account, Payment Method related list, then click the new Payment Method Credit Card 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. Enter the credit card details into a new payment Method record Click the Tokenize button

Answer: A

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 # 60

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