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Most of the candidates who plan to take the AP-223 certification exam lack updated practice questions to ace it on the first attempt. Due to this, they fail the CPQ and Billing Consultant Accredited Professional (AP-223) test, losing money and time. And in some cases, applicants fail on the second attempt as well because they don't prepare with AP-223 Actual Exam questions. This results in not only the loss of resources but also the motivation of the candidate.

Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q21-Q26):

NEW QUESTION # 21

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.

Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.
- B. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ Quote Line c.
- C. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.
- D. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.

Answer: D

Explanation:

Universal Containers wants:

ARR__c on Opportunity Line Item (Opportunity Product)

But ARR is currently on SBQQ__QuoteLine__c

They want ARR captured in pipeline reports without adding automation.

Salesforce CPQ Behavior: During Quote → Opportunity sync, CPQ automatically maps fields only if:

The same API name exists on both objects

The field types match

The field-level security is correct

If these conditions are met, CPQ automatically handles field synchronization.

Therefore:

✓ C. Create ARR__c on Opportunity Line Item with matching field configuration This leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.

Why the other options are incorrect: Option

Why Incorrect

A . Price Rule to copy value

Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.

B . Flow

Extra overhead and maintenance-unnecessary when CPQ already supports native field sync.

D . Cross-object formula

Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.

Thus, C is the only correct and efficient solution.

NEW QUESTION # 22

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

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

Answer: C

Explanation:

When a Revenue Cloud project is escalated, the Project Manager is the role accountable for:

Overall project success

Scope, timeline, budget

Risk management

Issue resolution

Stakeholder coordination

Salesforce implementation methodology is clear:

The Project Manager owns project outcomes.

Thus D is correct.

NEW QUESTION # 23

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Quote
- **B. Subscriptions**
- C. Order Product
- D. Order
- **E. Assets**

Answer: B,E

NEW QUESTION # 24

What does the 'safe harbor' slide at the beginning of every salesforce presentation means?

- A. roadmap capability will be released exactly as they are demonstrated
- B. anything presented from salesforce must be kept confidential
- C. new release capabilities will not have impact to existing implementations
- D. mergers and acquisitions integrations are immediate
- **E. You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities.**

Answer: E

Explanation:

The Salesforce Safe Harbor statement exists to remind customers:

They should only make scoping, planning, design, and purchasing decisions based on current, available functionality, not forward-looking statements or roadmap presentations.

Salesforce does not guarantee:

Release timing

Exact feature delivery

Backward compatibility

NEW QUESTION # 25

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. documenting logical architecture diagrams for data flow between systems**

- D. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.

Answer: A,C,D

NEW QUESTION # 26

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