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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">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 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.

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

NEW QUESTION # 73

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ Package setting for "Large Quote Experience"
- **B. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.**
- C. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits

Answer: B

Explanation:

The Large Quote Experience is a feature of Salesforce Revenue Cloud that allows businesses to handle quotes with a large number of quote line items more efficiently and avoid platform governor limit issues. The Large Quote Experience optimizes the performance of the Quote Line Editor and the Quote Calculator by using asynchronous processing, caching, and pagination. By enabling the Large Quote Experience, businesses can improve the user experience and reduce the risk of hitting CPU time, heap size, or SOQL query limits when saving or calculating large quotes. The Large Quote Experience can be enabled by setting the CPQ Package setting for "Large Quote Experience" to True. The Large Quote Experience also requires the CPQ Package setting for "Quote Batch Size" to be set to a value between 50 and 200, which determines the number of quote line items processed in each batch. The optimal value for this setting depends on the complexity and configuration of the quote line items Reference: https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_limits_intro.htm

NEW QUESTION # 74

what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- A. Execute all tests on behalf of the customer
- B. Issue change orders for all incidents that arise during testing
- **C. Finalize test plans before the build Phase completes**
- **D. Define and agree on acceptance criteria with customer**
- **E. Train UAT testers on the new functionality**

Answer: C,D,E

Explanation:

Efficient UAT in Revenue Cloud requires:

- ✓ B - Define acceptance criteria with the customer Ensures clarity on what "pass" means.
- ✓ D - Train UAT testers on the new functionality UAT fails quickly if testers don't know how to use CPQ/Billing
- ✓ E - Finalize test plans before the build is completed Ensures UAT is ready and structured once the sandbox is available.

Incorrect options:

A: Consultants should NOT execute tests on behalf of customers.

C: Not all issues in UAT require change orders; many are defects to be corrected.

NEW QUESTION # 75

A business requirement for a Revenue Cloud project identifies the need for a contract agreement to hide and show clauses based on Account specific fields dynamically Which token should the implementation consultant use on the document template to show the appropriate clauses at runtime?

- A. Variable tokens
- **B. Conditional evaluation tokens**
- C. Repeating content tokens

Answer: B

NEW QUESTION # 76

A revenue cloud consultant learns salesforce is deploying a new release during the course of the implementation. which two actions

should be taken to make sure the implementation is tested against the new release before it deploys to production?

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

Answer: A,D

Explanation:

Review Salesforce Status: The status.salesforce.com website provides real-time information about the status of Salesforce services, including maintenance windows and release schedules. By checking this site, you can find out when the new release will be available for sandboxes. This information will help you plan your testing activities.

Submit a Sandbox Refresh Request: If your sandbox is not automatically upgraded to the new release, you can request a sandbox refresh through Salesforce Support. This process will update your sandbox to the latest release, allowing you to test your implementation against the most current features and functionality.

Reference:

Salesforce Trailhead: Test New Releases in a Sandbox

Salesforce Introduces Revenue Cloud

NEW QUESTION # 77

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. Save
- C. Load.
- D. Load and Edit

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.

