



Free Salesforce AP-223 Practice Questions

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Question 1

Question Type: MultipleChoice

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?

Options:

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

Answer:

A

Explanation:

Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized. Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune your implementation.

Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary. Avoid using it indiscriminately across all bundles.

Salesforce Enable Large Configurations Documentation

Salesforce Trailhead: Understand Scalability

Salesforce Revenue Cloud Overview

Question 2

Question Type: MultipleChoice

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

Options:

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

Answer:

A

Question 3

Question Type: MultipleChoice

What are three fundamental principles when scoping a Revenue Cloud Project?

Options:

- A- Alignment with customer on cpq and billing Terminology
- B- Add new technology to the existing Process
- C- Lead with Business Requirements and Process
- D- Think Transformation before Customization
- E- Interview Customer first before Knowledge Sharing with the sales team.

Answer:

A, C, D

Explanation:

The three core principles of scoping a Revenue Cloud (CPQ + Billing) project are:

A --- Alignment with customer on CPQ & Billing terminology CPQ/Billing have specific terms (bundles, subscriptions, MRR, usage, amendments).

Shared vocabulary is essential for project success.

C --- Lead with business requirements and processSalesforce methodology stresses understanding:

Selling motions

Billing processes

Amendment/renewal lifecycle... before discussing configuration or technology.

D --- Think transformation before customizationRevenue Cloud succeeds when customers improve processes rather than recreating legacy systems.

Why the incorrect options fail:Option

Why Incorrect

B . Add new technology to existing process

Bad practice. Revenue Cloud encourages redesigning outdated processes, not replicating them.

E . Interview customer first before knowledge sharing

Opposite of best practice. Discovery is collaborative; knowledge sharing happens early.

Question 4

Question Type: MultipleChoice

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "main" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

Options:

- A- The User did not execute post-installation scripts upon their first login to CPQ.
- B- The User did not have the proper access to the Opportunity Product object.
- C- The User did not have the proper access to the Quote Line object.
- D- The User did not have the proper access to the Quote Object.

Answer:

A

Explanation:

When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script:

Creates default settings

Ensures CPQ-managed fields are initialized

Grants required permissions

Creates default Primary Quote logic metadata

Updates field values such as IsPrimary, quote calculation settings, etc.

Why the issue happenedThe customer implemented automation that automatically sets a new quote as Primary at creation.

If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.

Therefore, the "first time users tried to create quotes" they encountered errors, because:

Their user-specific CPQ installation metadata was not initialized

CPQ could not run its internal logic that depends on Primary Quote setup

Salesforce's installation documentation explicitly states:

Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.

Thus the correct answer is A, and it is consistent with CPQ installation best practices.

Question 5

Question Type: MultipleChoice

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

Options:

A- A Change Order

- B- Customer Acceptance sign off
- C- A Design Document
- D- Migration from Sandbox to Production
- E- Complete deployment migration plan

Answer:

B

Explanation:

Successful exit criteria for User Acceptance Testing (UAT) is:

Customer Acceptance Sign-off This means:

All test cases have passed

All critical defects are resolved

Stakeholders approve the solution

The project is cleared to move into deployment

This is documented in Salesforce Implementation Lifecycle.

Why other choices are incorrect: Option

Why Wrong

A --- Change Order

Change orders happen when new scope is introduced, not an exit criterion for UAT.

C --- Design Document

Completed earlier during design phase.

D --- Sandbox to Prod Migration

Happens after UAT sign-off.

E --- Deployment plan

Prepared before deployment, not a sign of UAT completion.

Thus B is the only correct exit criterion.

Question 6

Question Type: MultipleChoice

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?

Options:

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

Answer:

D

Explanation:

In Salesforce Revenue Cloud, the evaluation event of a product rule specifies when the rule should be evaluated. The options are:

Load: The rule will be evaluated when the product bundle is opened.

Edit: The rule will be evaluated when the product bundle is edited.

Save: The rule will be evaluated upon Save.

Always: The rule will be evaluated during any event.

In the context of the question, the requirement is to hide the hardware firewall product option while configuring the bundle if the customer has purchased a hardware firewall in the past. This means that the rule needs to be evaluated when the product bundle is being edited, not just when it is loaded or saved. Therefore, the correct answer is "Load and Edit".

Reference

Salesforce CPQ Product Rules: General Considerations

Decide When Rules Evaluate Unit | Salesforce Trailhead

Product Rules - Salesforce

Question 7

Question Type: MultipleChoice

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?

Options:

- A- 1. Deploy the custom object and decision table into the staging sandbox.
- 2. Map the decision table in the default pricing recipe.
- 3. Import the data for the custom object, then sync Pricing.
- B- 1. Deploy the decision table into the staging sandbox.
- 2. Map the decision table in the default pricing recipe.
- 3. Import the data for the decision table, then refresh the decision table.
- C- 1. Deploy the custom object and decision table into the staging sandbox
- 2. Map the decision table in the default pricing recipe.
- 3. Refresh the decision table or sync Pricing.

Answer:

B

Question 8

Question Type: MultipleChoice

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? (Select 2 options)

Options:

- A- Create a support case and request to increase the processing limits so that price rules perform better.
- B- Implement lookup price rules where applicable
- C- Implement Quote Calculator Plugin where Possible to replace price rules.

- D- Implement triggers and Apex that behave like price rules.
- E- Replace recursive price rule logic with nested bundles.

Answer:

B, C

Explanation:

A Salesforce CPQ implementation can suffer from poor performance due to a large number of active pricerules supporting complex pricing requirements. To improve performance in this area, a Revenue Cloud Consultant can consider the following tactics:

Implementlookup price rules where applicable (Option B): Lookup price rules in Salesforce CPQ allow for the mapping of data points on a quote line to data in a custom object, finding a matching record with the same values, and retrieving an associated field value from the matched record¹.This can help reduce the number of price rules needed, thereby improving performance¹.

Implement Quote Calculator Plugin where possible to replace price rules (Option C): The Quote Calculator Plugin in Salesforce CPQ allows for the addition of extra functionality to the quote line editor with custom JavaScript code².This can change how calculations are performed and manage page-level security such as field visibility².By replacing some price rules with functionalities in the QuoteCalculator Plugin, the number of price rules can be reduced, leading to improved performance².

Salesforce CPQ Lookup Price Rules

Salesforce CPQ Quote Calculator Plugin



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