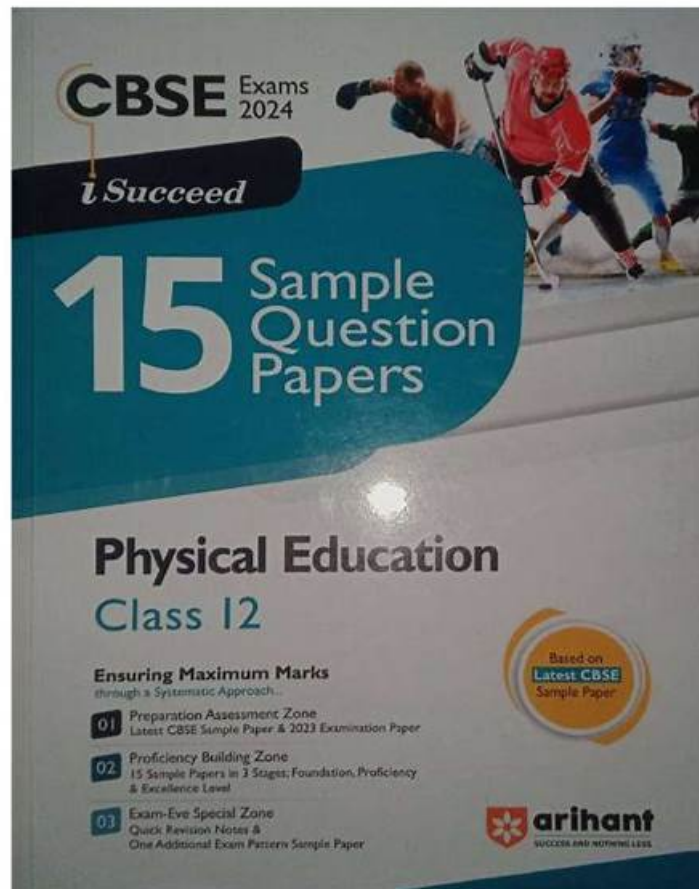# New AP-223 Test Papers | Latest AP-223 Exam Topics

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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Topic 2	• 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	• 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 (Q58-Q63):

NEW QUESTION # 58
A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Set the payment status to canceled and create a new payment on account B.
- B. Allocate the payment to an invoice on account B
- C. Allocate the payment if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B

Answer: C

Explanation:
Scenario:
A payment is posted on the wrong Account
It must be applied to an invoice on a different Account
Payment is already posted
Salesforce Billing rules:
A posted payment cannot be reparented
A payment allocated to an invoice cannot simply be moved
Correct process is:
✔ B - If allocated, create a refund, then create a new payment on the correct accountDetailed steps:
Reverse (refund) the incorrect payment
Create a new payment on the correct account
Allocate that payment to the correct invoice
This ensures:
Proper audit trail
Compliance with financial controls
Correct ledger entries
Why the other options are wrongOption
Why Incorrect
A . Allocate payment to Account B invoice
Not allowed: payment is tied to Account A.
C . Reparent payment to Account B
Posted payments cannot be reparented.
D . Cancel the payment
Cancelling alone does not reverse ledger impact; refund process is required.
Thus B is correct.

NEW QUESTION # 59
Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Cancel and rebill, correct the order, create and post a new invoice.
- B. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- C. Delete the invoice record, correct the order, create and Post a new invoice
- D. credit the invoice, correct the order, create and post a new invoice

Answer: A

Explanation:

Salesforce Billing documentation states:

Posted Invoices cannot be edited, deleted, or reverted to draft.

Corrections must be performed through Cancel & Rebill.

Correct process:

Cancel & Rebill the posted invoice

The system automatically creates:

A Credit Memo for the incorrect invoice

A New Debit Invoice (unposted)

Admin corrects the Order / Order Product

Generate & post a new corrected invoice

Why the other options are incorrectOption

Issue

B . Change Posted → Draft

Impossible. Posted invoices cannot revert to draft.

C . Delete Invoice

Posted invoices cannot be deleted.

D . Credit the invoice manually

Does not follow the required cancel-re bill flow; also would not automatically issue corrected invoice.

Therefore A is the only Salesforce-compliant corrective action.

NEW QUESTION # 60

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry.

what is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- B. Use Automation to set Tax Treatment Based on the value of the custom field.
- C. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- D. Use Automation to set Tax Rule Based on the value of the custom field.

Answer: D

Explanation:

Requirement:

Product may be taxable or tax-exempt depending on a custom field (Industry).

In Salesforce Billing:

Tax rules determine whether a product line is taxable or exempt.

Tax rules can be driven by custom logic using:

Custom fields

Flow

Apex

Determination scripts

Therefore:

✔ C. Use automation to set the Tax Rule based on the custom field.Why not the others?Option Why Incorrect A . Tax Treatment

Outputs tax result, but the rule determining taxability is the Tax Rule, not Tax Treatment.

B . Billing Rule

Controls invoice schedule, NOT taxability.

D . Revenue Recognition Rule

Controls revenue, not tax.

Thus C is the only valid solution.

NEW QUESTION # 61

what are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

- A. Creating process builders and flows to pass data between fields instead of using twin field mapping
- B. using price book entries to handle attribute based variations instead of lookup price rules designing the product cata-log with SKU rationalization in mind
- C. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.

- D. documenting logical architecture diagrams for data flow between systems

Answer: B,C,D

NEW QUESTION # 62

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. The clients income statements and balance sheet.
- B. A sample proposal the client provides to their customers
- C. The latest release notes found at help salesforce.com>salesforce CPQ patch notes
- D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- E. Brochures that provided detail to the products and services the client offers

Answer: B,D,E

Explanation:
Before a scoping session, the consultant should understand:
A - Sample proposals → reveals quoting format, pricing models, product structure.
B - Product brochures → clarifies offerings, catalog categories, bundles.
D - Approval matrix → shows governance controls required in CPQ.
Incorrect:
C Salesforce release notes are irrelevant to understanding customer requirements.
E Financial statements do not contribute to CPQ/Billing scoping.
Correct answers: A, B, D.

NEW QUESTION # 63

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