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Exam AP-223 Topics - New AP-223 Study Notes

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method of learning in the most brief and efficient ways.

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">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">New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q50-Q55):

NEW QUESTION # 50

sales management has stated that they would like annual recurring revenue captured on Opportunity Line Item object in order to reference within existing pipeline reports. Annual recurring revenue is currently captured in the field `ARR__c` on the `SBQQ__QuoteLine__c` object.

Which is the most efficient solution?

- A. Create `ARR__c` on the Opportunity Line Item object, and create a price rule to copy the value from `ARR__c` on `SBQQ__QuoteLine__c` to `ARR__c` on Opportunity Product
- B. Create `ARR__c` on the Opportunity Line Item object, and create a flow to copy the value from `ARR__c` on `SBQQ__QuoteLine__c`
- C. Create `ARR__c` on the Opportunity Line Item object, matching the field configuration of `ARR__c` on `SBQQ__QuoteLine__c`
- D. Create a cross-object formula field on the Opportunity Line Item to reference `ARR__c` data `SBQQ__QuoteLine__c`

Answer: C

Explanation:

`ARR__c` exists on Quote Line (`SBQQ__QuoteLine__c`) and must appear on:

Opportunity Line Item for pipeline reporting

Salesforce CPQ automatically syncs Quote → Opportunity Line Item when:

The field exists on both objects

The Field API Name and Field Type match

This requires zero automation, no flow, no price rules.

NEW QUESTION # 51

A customer is delinquent on their payments.

How should a Revenue Cloud Consultant stop invoking the customer's account?

- A. Assign themselves the Billing Administrator permission set, go to the customer's account, and use the Suspend Billing button.
- B. Assign themselves the Billing Operations User permission set, go to the customer's account, and delete their related pending invoices.
- C. Assign themselves the Billing Administrator permission set, navigate to Scheduled Jobs, and delete the invoice scheduler's scheduled jobs.

Answer: A

NEW QUESTION # 52

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers.

What should be included in the design of this solution?

- A. Contracts, Subscriptions and Assets should be populated with historical data.
- B. Custom Action to retrieve Purchased quantities from an external source
- C. Discount schedules with Cross Orders checked. (Choose 2 options)
- D. Legacy Orders and invoices should be migrated.
- E. Use a summary variable targeting the subscription object with a Price Rule.

Answer: A,C

Explanation:

The requirement:

"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.

To support this:

✓ B - Contracts, Subscriptions and Assets should be populated with historical data CPQ reads existing Subscriptions/Assets to determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✓ E - Discount schedules with Cross Orders checked Salesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUE This allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

NEW QUESTION # 53

When selecting products to add to a quote, a sales user updates an attribute represented by a custom field. The user intends to use the selected value in other downstream processes.

Which Mapping Intents should they select when creating the Mapping for the context definition?

- A. Hydration
- B. Association
- C. Persistence

Answer: C

NEW QUESTION # 54

Which corrective action should an admin take after noticing an error on a posted invoice?

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

Answer: D

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

