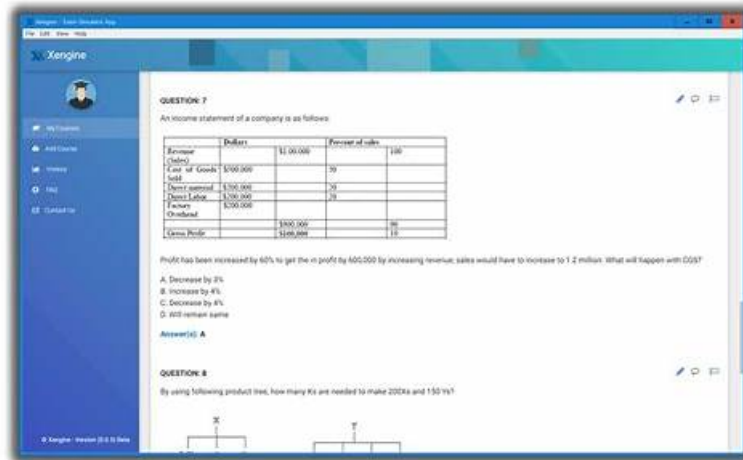


2026 Salesforce AP-223: CPQ and Billing Consultant Accredited Professional–Pass-Sure Free Study Material



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Our PDF version is a printable document of exam questions which are real and updated. We have included original CPQ and Billing Consultant Accredited Professional questions in this format so that you can get ready for the exam quickly by just memorizing them. This format of CPQ and Billing Consultant Accredited Professional (AP-223) test questions is also usable on smart devices such as laptops, tablets, and smartphones.

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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q138-Q143):

NEW QUESTION # 138

An order has 5 order products that bill monthly.

One of the order products require 2 months of charges to appear on the next invoice without modifying invoicing for the other order products.

What field will need to be used to accomplish this task?

- A. Bill Now
- B. Hold Billing - C. Target Date
- **C. Override Next Billing Date**
- D. Bill Through Date Override

Answer: C

Explanation:

The requirement:

One Order Product must invoice 2 months of charges on the next invoice, without affecting the other 4 Order Products.

To do this, you must tell Billing to:

Skip 1 billing cycle

Jump ahead to a future billing date

Without impacting other Order Products

Without modifying invoicing schedule globally

The correct way is to set:

✓ **Override Next Billing Date**→ This forces the next invoice line to include charges up to the new date, resulting in multiple periods billed together.

Why others are wrong:Option

Explanation:

B - Hold Billing

Pauses billing entirely; does NOT create multi-month invoices.

C - Target Date

Controls invoice run date, not multi-period billing.

D - Bill Through Date Override

Controls end date of a prorated period, not the number of periods billed.

E - Bill Now

Generates an immediate invoice but still only bills 1 period unless dates are overridden.

Thus A (Override Next Billing Date) is correct.

NEW QUESTION # 139

Which three options might cause incorrect future invoicing for an amended order product?

- **A. Not contracting the Amendment Order**
- **B. Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft**
- C. Having a subscription on the Contract be linked to an unallocated Payment
- D. Contracting from the Amended Opportunity
- **E. Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines**

Answer: A,B,E

Explanation:

Incorrect future invoicing for an amended order product might be caused by the following scenarios:

A . Not contracting the Amendment Order: If the amendment order is not contracted, the changes made in the amendment order will not be reflected in the future invoices. This is because the contract is the legal agreement that specifies the terms of the sale, including the products, quantities, and prices. If the amendment order is not contracted, the original terms of the sale remain in effect, which may result in incorrect future invoicing1.

B . Having a subscription on the Contract be linked to an Order Product with one or more unpaid invoice lines: If there are unpaid invoice lines linked to the order product, it may cause discrepancies in the future invoices. This is because the unpaid invoice lines may still be pending for payment, and if they are not resolved before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.

C . Having a subscription on the Contract be linked to an Order Product with one or more invoice lines in draft: If there are invoice lines in draft status linked to the order product, it may cause inaccuracies in the future invoices. This is because the draft invoice lines have not yet been finalized and may still be subject to changes. If these changes are not finalized before the amendment order is contracted, the future invoices may not accurately reflect the changes made in the amendment order2.

NEW QUESTION # 140

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

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

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 # 141

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Flow that is triggered when the record is created and run before the record is saved.
- B. Use a Custom Setting
- C. Use a Work Flow
- D. Use a Quote Calculator Plugin (QCP)

Answer: A

Explanation:

Setting Legal Entity on:

Order Product

Order Product Consumption Schedule

Must be scalable, bulk-safe, and future-proof.

The most performant and Salesforce-recommended approach is:

No additional DML required

Runs before insert and update

Bulk-safe

Better performance than Workflow or Process Builder

No need to use QCP, which only affects Quotes-not Orders or Schedules

✓ Before-Save Flow (Record-Triggered Flow) Thus D is correct.

NEW QUESTION # 142

Which Revenue Cloud feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Customer Asset Lifecycle Management (CALM)
- B. Amendments.
- C. Order
- D. Subscription
- E. Renewals

Answer: D

NEW QUESTION # 143

