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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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q68-Q73):

NEW QUESTION # 68

How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"
- B. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- C. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".
- D. It Prevents invoice document generation and stops email notifications from going out to the customer.

Answer: A

Explanation:

Salesforce Billing's Hold Billing field on Order Product works exactly as follows:

When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.

Once the user sets Hold Billing back to No, Billing:

Calculates the missed invoice periods

Creates catch-up invoice lines so billing is not lost

Correct Behavior (per Documentation) This means:

✓ Invoicing is suspended

✓ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.

Why the other answers are incorrect Option

Description

Why Incorrect

A

Prevents invoice document generation and emails

Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.

B

Hold Billing auto-resets on activation

False. Hold Billing is a manual field and does not auto-clear.

D

Only invoices after Hold Billing is set to No are created

Incorrect-Billing creates catch-up invoices for missed time.

Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 69

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

Answer: D

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 wrongOption

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 # 70

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Assets
- B. Quote
- C. Order
- D. Subscriptions
- E. Order Product

Answer: A,D

NEW QUESTION # 71

what are the 3 reasons why you would need an app exchange solution to support generating a document is support of a revenue cloud project?

- A. Contract Redlining
- B. Attachments
- C. watermarks
- D. electronic signature
- E. Invoice Generation

Answer: A,C,D

NEW QUESTION # 72

After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.

What strategy should the Revenue Cloud consultant recommend to the customer.

- A. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- B. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution
- C. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- D. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT

Answer: B

Explanation:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:

Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

✓ C - Baseline performance and fix technical debt first

Reasons:

CPQ depends heavily on synchronous calculations

Custom automations drastically increase sync time

Process Builder is deprecated; should be migrated to Flow

Poor performance must be cleaned before CPQ design

Why others are wrong

Option

Why Incorrect

A - Upgrade CPQ

Upgrading cannot fix org-level technical debt.

B - Mark issues out-of-scope

Avoiding technical debt leads to project failure.

D - Extend customization

Adding code on top of a broken process worsens performance.

Thus C is correct.

NEW QUESTION # 73

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