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When preparing to take the CPQ and Billing Consultant Accredited Professional (AP-223) exam dumps, knowing where to start can be a little frustrating, but with TestPDF Salesforce AP-223 practice questions, you will feel fully prepared. Using our Salesforce AP-223 practice test software, you can prepare for the increased difficulty on Salesforce AP-223 Exam day. Plus, we have various question types and difficulty levels so that you can tailor your CPQ and Billing Consultant Accredited Professional (AP-223) exam dumps preparation to your requirements.

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">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 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 (Q81-Q86):

NEW QUESTION # 81

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. Allocate the Payment to an invoice on Account B.
- B. Un-allocate the payment if allocated and reparent the payment to Account B
- C. Set the payment status to cancelled and create a new payment on Account B.
- **D. Un-allocate the Payment if allocated, create a refund and then create a new payment for Account B**

Answer: D

Explanation:

Revenue Cloud Billing does not allow reparenting or reallocating payments across accounts.

To correct a misapplied payment:

Un-allocate the payment if already applied

Refund the payment

Create a new payment under the correct account (Account B)

Allocate it to the appropriate invoice

This follows Billing best practices for financial audit integrity.

NEW QUESTION # 82

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

- A. Renewals
- B. Amendments
- **C. Customer Asset Life Cycle Management (CALM)**
- D. Orders
- E. Subscriptions

Answer: C

Explanation:

Requirement:

Provide an aggregated view of current goods and services on a contract.

This refers to consolidating all active entitlements, subscriptions, assets, and amendments.

Salesforce Revenue Cloud feature for this: ✓ E. Customer Asset Lifecycle Management (CALM) CALM provides:

A unified, aggregated view of:

Active assets

Entitlements

Subscriptions

Amendments

Renewed services

Tracks lifecycle changes from:

Orders

Amendments

Cancellations

Upgrades

Represents the source of truth for what the customer owns today.

Why not the others? Option

Why Incorrect

A . Amendments

These modify contracts but do NOT aggregate current products.

B . Orders

Represent transactions, not current state.

C . Subscriptions

Only subscription items, not full lifecycle items or non-subscription goods.

D . Renewals

Only track renewal processes, not aggregated state.

Only CALM provides an aggregated, contract-aligned view of all customer entitlements.

NEW QUESTION # 83

Which 3 objects are updated when posting an invoice?

- A. Invoice Line
- B. Quote Line
- C. Order Product
- D. Quote
- E. Invoice

Answer: A,C,E

NEW QUESTION # 84

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 Quote Calculator Plugin (QCP)
- C. Use a Work Flow
- D. Use a Custom Setting

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 # 85

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipelinereports.

Annual 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 flow to copy the value from ARR c on SBQQ Quote Line c.
- B. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ Quote Line c.
- C. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ Quote Line c on opportunity Product.
- D. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ Quote Line c.

Answer: D

Explanation:

Universal Containers wants:

ARR__c on Opportunity Line Item (Opportunity Product)

But ARR is currently on SBQQ__QuoteLine__c

They want ARR captured in pipeline reports without adding automation.

Salesforce CPQ Behavior: During Quote → Opportunity sync, CPQ automatically maps fields only if

The same API name exists on both objects

The field types match

The field-level security is correct

If these conditions are met, CPQ automatically handles field synchronization.

Therefore:

✓ C. Create ARR__c on Opportunity Line Item with matching field configuration. This leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.

Why the other options are incorrect: Option

Why Incorrect

A. Price Rule to copy value

Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.

B. Flow

Extra overhead and maintenance—unnecessary when CPQ already supports native field sync.

D. Cross-object formula

Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.

Thus, C is the only correct and efficient solution.

NEW QUESTION # 86

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