

New AP-223 Test Labs - Exam AP-223 Revision Plan



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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 (Q84-Q89):

NEW QUESTION # 84

A Revenue Cloud Consultant learns Salesforce is deploying a new release during the course of the implementation. Which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Determine whether your sandbox is on a preview or non preview instance.
- B. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- C. Review status.salesforce.com to determine refresh cutoff for the new release
- D. Submit a ticket to support when you want your sandbox Updated.

Answer: A,C

Explanation:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff datesThis tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instanceThis determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrectOption

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

NEW QUESTION # 85

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- D. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal

Answer: A

Explanation:

Salesforce CPQ Renewals use two fields:

Used for pipeline forecasting

Should be checked as soon as the contract activates

Indicates revenue is expected at renewal

Indicates the renewal quote has actually been generated

Should be checked close to the contract end date

1. Renewal Forecasted2. Renewal QuotedThis is standard Salesforce CPQ renewal process guidance.

Correct logic:Forecast early, quote late.

Thus:

✓ D - "Renewal Forecasted should be checked early; Renewal Quoted should be checked near Contract End Date."

NEW QUESTION # 86

Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Information
- B. Human Resource
- C. Customer Service
- D. Accounting and finance
- E. Technology
- F. Sales operations

Answer: A,E,F

Explanation:

The three customer teams that must be involved in Revenue Cloud scoping are:

✓ A - Information (Product / Pricing owners)They define product catalog rules, pricing models, and offerings.

- ✓ B - Technology (IT/Architecture) Ensures integration, data migration, security, and platform alignment.
- ✓ C - Sales Operations Owns quoting flows, approvals, discounting, sales motions, and user experience. These teams define core CPQ processes.
- Why others aren't required at scoping Team
- Why Not Required
- D - Accounting/Finance Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.
- E - Customer Service Usually relevant for Service Cloud and CALM, not initial CPQ scoping
- F - Human Resources Irrelevant to CPQ and Billing

Thus A, B, C is correct.

NEW QUESTION # 87

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Attachments
- B. **Electronic Signature**
- C. Watermarks
- D. **Contract Redlining**
- E. Invoice Generation

Answer: B,C,D

Explanation:

A Revenue Cloud project often requires enhanced document capabilities beyond native Salesforce CPQ or Billing.

✓ A - Contract Redlining Requires document collaboration, versioning, and clause-level redline-not native in CPQ. AppExchange apps like Conga, Nintex, DocuSign CLM support this.

✓ B - Watermarks Not supported natively by CPQ Quote Templates or Billing invoice templates. Requires 3rd-party document generation.

✓ D - Electronic Signature Salesforce does not provide native eSignature.

Common tools: DocuSign, Adobe Sign.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Invoice Generation

Salesforce Billing does generate invoices natively.

E - Attachments

Salesforce Files/Attachments are natively supported; no AppExchange needed.

NEW QUESTION # 88

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

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

Answer: E

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 agg

These modify contracts but do NOT aggregate current products.

B. Orders

B. Orders

C Subscriptions

C. Subscriptions

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

D. Renewals

Only track renewal processes, not aggregated state.

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

NEW QUESTION # 89

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