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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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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These CPQ and Billing Consultant Accredited Professional (AP-223) exam questions are available at an affordable cost and cover current sections of the actual CPQ and Billing Consultant Accredited Professional (AP-223) Exam Questions. Therefore, relying on PDFBraindumps Salesforce AP-223 exam dumps will ensure that you crack the actual AP-223 certification exam on the first attempt. For the trouble-less CPQ and Billing Consultant Accredited Professional (AP-223) exam preparation of customers, we have designed these three formats of the CPQ and Billing Consultant Accredited Professional (AP-223) exam prep material: PDF, desktop practice test software, and web-based practice exam software. You can read the characteristics of these three versions of the CPQ and Billing Consultant Accredited Professional (AP-223) practice test material below.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q12-Q17):

NEW QUESTION # 12
Choose 3 options.
What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- B. To ensure the implementation team is aligned with the customer on assigned work
- C. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- D. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- E. To get agreement on the roles and responsibilities of the implementation team and customer

Answer: B,D,E

Explanation:
A governance structure is essential in every Revenue Cloud implementation.
It ensures:
✔ C - Clarity on roles & responsibilitiesAvoids confusion, ensures accountability.
✔ D - A communication plan between implementation team & customerCritical for issue management, design reviews, sprint planning.
✔ E - Alignment on assigned workEnsures no duplication, no missed tasks, and smooth execution.
Why A and B are incorrect:Option
Reason
A
Governance does not mean the team works independently.
B
Governance does not assign extra work to the customer.
Thus C, D, E is correct.

NEW QUESTION # 13
A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- B. use bill now on the new order and reparent the new invoice lines to the existing invoice C . Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- C. Use bill now on the new Order and consolidate the invoices.

Answer: C

NEW QUESTION # 14
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 if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B
- B. Allocate the payment to an invoice on account B
- C. Set the payment status to canceled and create a new payment on account B.

Answer: A

Explanation:
Scenario:
A payment is posted on the wrong Account
It must be applied to an invoice on a different Account
Payment is already posted
Salesforce Billing rules:
A posted payment cannot be reparented
A payment allocated to an invoice cannot simply be moved
Correct process is:
✔ B - If allocated, create a refund, then create a new payment on the correct accountDetailed steps:
Reverse (refund) the incorrect payment
Create a new payment on the correct account
Allocate that payment to the correct invoice
This ensures:
Proper audit trail
Compliance with financial controls
Correct ledger entries
Why the other options are wrongOption
Why Incorrect
A . Allocate payment to Account B invoice
Not allowed: payment is tied to Account A.
C . Reparent payment to Account B
Posted payments cannot be reparented.
D . Cancel the payment
Cancelling alone does not reverse ledger impact; refund process is required.
Thus B is correct.

NEW QUESTION # 15
An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

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

Answer: B

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 # 16
What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

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

Answer: D

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 # 17
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Have you ever noticed that people who prepare themselves for Salesforce AP-223 certification exam do not need to negotiate their salaries for a higher level, they just get it after they are Salesforce AP-223 Certified? The reason behind this fact is that they are considered the most deserving candidates for that particular job.

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