

100% Pass Quiz Updated Salesforce - AP-223 - CPQ and Billing Consultant Accredited Professional Materials



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">• 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.

>> AP-223 Materials <<

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q39-Q44):

NEW QUESTION # 39

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges=False.

Which setting will generate invoice lines?

- A. Usage Summaries with Next Billing Date equal to or earlier than January 15
- B. Order Products with Next Billing Date equal to or after January 15
- C. Order Products with Next Charge Date equal to or earlier January 15
- D. Order Products with Next Billing Date equal to or earlier than January 15

Answer: D

Explanation:

Invoice Scheduler Settings:

Target Date = Jan 15

Bill Usage Charges = FALSE

This means:

The scheduler will generate invoice lines for Order Products only, not usage summaries. Thus the correct rule is:

✓ A - Order Products with Next Billing Date equal to or earlier than January 15 Why the other options are wrongOption Why
Incorrect B - Usage Summaries Ignored because Bill Usage Charges = False.

C - Next Billing Date equal to or after

Billing only generates lines for dates <= Target Date.

D - Next Charge Date

Not used by Invoice Scheduler.

Thus A is correct.

NEW QUESTION # 40

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. Set the payment status to canceled and create a new payment on account B.
- C. 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

Answer: C

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 # 41

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, Matching the field configuration of 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, and create a flow to copy the value from ARR c on SBQQ Quote Line c.

Answer: A

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 configurationThis 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 # 42

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user sure getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- B. Amendment of legacy contract and subscription data requires asset-based renewal method
- C. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- D. Legacy subscription data are missing a lookup to a source quote line record

Answer: C

Explanation:

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects: Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect: Option

Why Incorrect

A . Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B . Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D . Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

NEW QUESTION # 43

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.
- D. Use bill now on the new Order and consolidate the invoices.

Answer: D

Explanation:

Scenario:

A customer has:

A posted invoice

A new order for the same account

Wants to add items without using invoice batches

The correct approach:

✓ D - Use Bill Now on the new order and consolidate invoices

Steps: Run Bill Now on the new order → generates a new invoice immediately.

Enable Invoice Consolidation (Billing settings / Account level).

Combine invoice lines from the new invoice into the already posted invoice.

Salesforce Billing supports invoice consolidation even after one invoice is posted.

Why the other options are wrong

Option

A - Credit then Bill

Unnecessary; original invoice is correct and should remain posted.

B - Bill Now + reparent invoice lines

Reparenting posted invoice lines is NOT supported.

C - Cancel and Rebill

Only used to correct errors, not to add new order items.

Thus D is the correct solution.

NEW QUESTION # 44

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