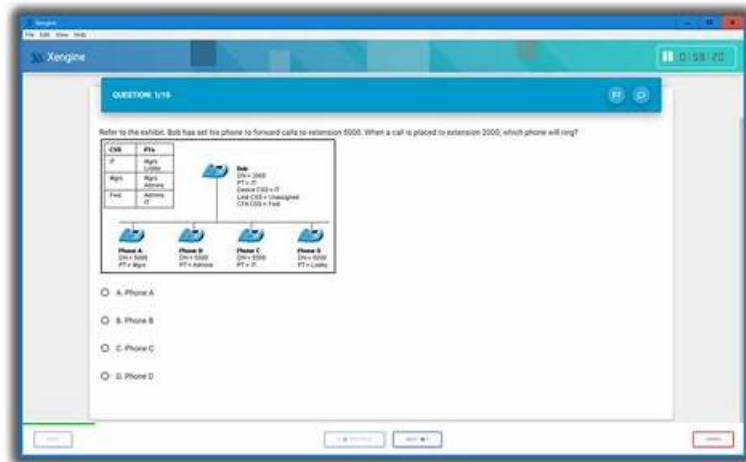


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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## Salesforce CPQ and Billing Consultant Accredited Professional Sample

## Questions (Q49-Q54):

### NEW QUESTION # 49

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

**Answer: C,E**

### NEW QUESTION # 50

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user share 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. Amendment of legacy contract and subscription data requires asset-based renewal method
- B. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- C. Legacy subscription data are missing a lookup to a source quote line record
- D. Required fields are missing or incorrectly populated on the legacy contract and subscription data

**Answer: D**

Explanation:

When Salesforce CPQ attempts to amend a contract, it relies on a very specific set of fields on:

Contract

Subscription

Asset (for asset-based models)

Quote Line (for amendment and renewal linkage)

If mandatory amendment fields are missing, CPQ's amendment engine will throw errors - most commonly:

"Attempt to de-reference a null object"

This happens because CPQ expects certain relationships and data points that do not exist in legacy-migrated records unless populated correctly.

✓ Why C is the correct answer When migrating historical Contracts and Subscriptions, CPQ requires certain fields to be populated, such as:

Account

StartDate

EndDate

Contract Number

Pricebook2Id

Contracted = TRUE

ContractId

Product2Id

Quantity

StartDate

EndDate

ListPrice

SalesPrice

SubscriptionType

Status = Active

TermStartDate

TermEndDate

Most importantly:

OriginalContractedListPrice

OriginalContractedSalesPrice

OriginalQuantity

OrderProductId (for order-based renewals)

AssetId (required depending on renewal model)

Contract Required Fields  
Subscription Required Fields  
If any of these fields are missing or incorrectly mapped, the amendment engine fails.

CPQ amendment logic does not require a source quote line for legacy migrations, nor does it block amendments on migrated data if all required fields are present.

Thus C is the only answer consistent with CPQ documented behavior.

□ Why the other answers are wrong  
A. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ. Incorrect.  
Salesforce CPQ fully supports amendment of migrated contracts/subscriptions as long as the required data is populated.

B. Amendment requires asset-based renewal method. Incorrect.

Legacy migrations can use either:

Contract-Based Renewal, or

Asset-Based Renewal

There is no requirement to switch to asset-based renewal.

D. Legacy data missing lookup to source quote line. Incorrect.

A lookup to the original Quote Line (SBQQ\_\_QuoteLine\_\_c) is not required for amendments.

It is only needed to support:

Contracted pricing logic reuse

Certain renewal pricing behaviors

Some reporting use cases

Missing this field does not block amendments and does not cause this error.

### NEW QUESTION # 51

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

**Answer: A**

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 # 52

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

Choose 3 answers

- A. The Amendments and Renewals process will be subject to customizations
- B. Extracting from multiple sources takes additional resources and time to access and process
- C. Large volumes of data take a longer time to load.
- D. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results
- E. The creation of external objects will bypass the need for legacy data migration

**Answer: B,C,D**

### NEW QUESTION # 53

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

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

**Answer: D**

Explanation:

When an escalation occurs on a Revenue Cloud implementation, the question is:

Who is ultimately responsible for the success of the project?

While many roles contribute, the Project Manager (PM) is the one accountable for:

Scope

Budget

Timeline

Risk & issue management

Cross-team coordination

Customer communication

Driving escalations and resolutions

Salesforce project methodology is clear:

The Project Manager owns overall project success.

Why the other roles are not the primary accountable party:Role

Why Not Responsible for Overall Success

Technical Architect

Owns technical integrity, not project success.

Solution Architect

Owns functional solution design, not delivery metrics.

Developer

Executes tasks, not responsible for project outcome.

Customer Success Manager

Supports customer relationship but not delivery execution.

Thus, the correct answer is:

✓ B - Project Manager

### NEW QUESTION # 54

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