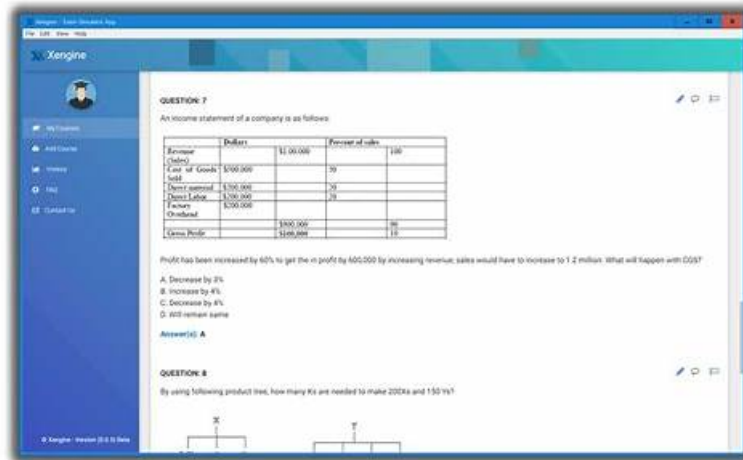


# 2026 AP-223: CPQ and Billing Consultant Accredited Professional Marvelous Interactive EBook



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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 (Q59-Q64):

### NEW QUESTION # 59

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. auto number
- B. source
- **C. matching ID**
- D. Legal entity
- E. invoice run

**Answer: C**

Explanation:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

### NEW QUESTION # 60

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Investable, Negotiable, Valuable, Estimable, Small, Testable
- **B. Independent, Negotiable, Valuable, Estimable, Small, Testable**
- C. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- D. Independent, Negotiable, Valuable, Equal, Small, Testable

**Answer: B**

Explanation:

INVEST criteria is a standard Agile user story quality framework.

Correct breakdown:

I - Independent

N - Negotiable

V - Valuable

E - Estimable

S - Small

T - Testable

Thus D is the correct choice.

### NEW QUESTION # 61

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

**Answer: C**

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

Why Incorrect

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 # 62

Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items. What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing.
- B. Enable the CPQ Package setting for "Large Quote Experience"
- C. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits

**Answer: A**

Explanation:

When dealing with large quotes, Salesforce CPQ may hit platform governor limits (CPU time, SOQL limits, etc.) during save and recalculation.

Salesforce CPQ provides the Large Quote Threshold setting, which instructs CPQ to switch to a more efficient calculation mode once the quote line count exceeds the threshold.

The Salesforce documentation states:

Large Quote Threshold should be set to a number below the volume that triggers governor limits during testing.

It is not set arbitrarily; it must be based on empirical volume testing results.

This avoids synchronous processing of too many quote lines and forces CPQ to optimize its calculation path.

Therefore, option D is the correct implementation.

### NEW QUESTION # 63

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. entitlements
- B. order products
- C. Subscription
- D. Contracted Pricing

**Answer: D**

Explanation:

