

Salesforce AP-223 Pdf Questions - Outstanding Practice To your CPQ and Billing Consultant Accredited Professional Exam



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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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q41-Q46):

NEW QUESTION # 41

Salesforce CPQ and salesforce billing has been installed to a newly created org. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. extensive use of quote line custom fields
- B. multiple automation types (trigger/work flows, flows) on a single object
- C. routine generation of quote having 200 quote
- D. lines routine generation of invoices having 200 invoice lines
- E. External API calls within the pricing sequence

Answer: A,B,E

Explanation:

These three patterns negatively impact Revenue Cloud scalability and performance:

✓ A - Multiple automation types on a single objectTriggers + Workflows + Flows create:

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequenceQCP or Price Rules must never call external APIs because:

They block calculator execution

Cause timeouts

Dramatically slow down quote save time

This is a severe performance issue.

✓ C - Extensive custom fields on Quote LineEvery Quote Line field:

Increases calculation payload size

Increases JSON transmitted to the calculator

Slows down Quote Calculation

Impacts large quotes significantly

Why D and E are not performance design flawsOption

Why Not a Design Problem

D - Quotes with 200 lines

CPQ supports scaling to far more than 200 lines with proper configuration.

E - Invoices with 200 lines

Billing handles this volume normally. Performance issues arise at thousands of lines.

NEW QUESTION # 42

A user story for a Revenue Cloud implementation states."As an Accounts Receivable Manager,I want to automatically generate invoices in draft status the same day of every month".what implementation option should a revenue cloud consultant pursue first?

- A. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- B. Set up a Payment Scheduler
- C. Set up an invoice scheduler
- D. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".

Answer: B

NEW QUESTION # 43

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-refernce 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. Legacy subscription data are missing a lookup to a source quote line record
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- 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 # 44

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Cancel and rebill, correct the order, create and post a new invoice.
- B. credit the invoice, correct the order, create and post a new invoice
- C. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- D. Delete the invoice record, correct the order, create and Post a new invoice

Answer: A

Explanation:

Salesforce Billing documentation states:

Posted Invoices cannot be edited, deleted, or reverted to draft.

Corrections must be performed through Cancel & Rebill.

Correct process:

Cancel & Rebill the posted invoice

The system automatically creates:

A Credit Memo for the incorrect invoice

A New Debit Invoice (unposted)

Admin corrects the Order / Order Product

Generate & post a new corrected invoice

Why the other options are incorrect

Option

B . Change Posted → Draft

Impossible. Posted invoices cannot revert to draft.

C . Delete Invoice

Posted invoices cannot be deleted.

D . Credit the invoice manually

Does not follow the required cancel-re bill flow; also would not automatically issue corrected invoice.

Therefore A is the only Salesforce-compliant corrective action.

NEW QUESTION # 45

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Having deep knowledge of competitor Products
- B. Being effective at planning, monitoring and reviewing
- C. Experience in a selling role with quota responsibilities
- D. Excellent Communication Skills both verbal and written
- E. Understanding design pitfalls and Mitigation actions to course correct.

Answer: B,D,E

Explanation:

A partner leading a Revenue Cloud Scoping session requires:

✓ A - Strong communication skillsEssential for facilitating workshops, documenting requirements, and aligning stakeholders.

✓ B - Effective at planning, monitoring, reviewingScoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

✓ E - Understanding design pitfalls & mitigationCritical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases

Data migration problems

A good partner surfaces these risks early.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Knowledge of competitor products

Not relevant to scoping Salesforce Revenue Cloud.

D - Experience with quota-carrying sales roles

Helpful but not foundational to scoping complex CPQ + Billing architecture.

Final answer for Q49 = A, B, E

NEW QUESTION # 46

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