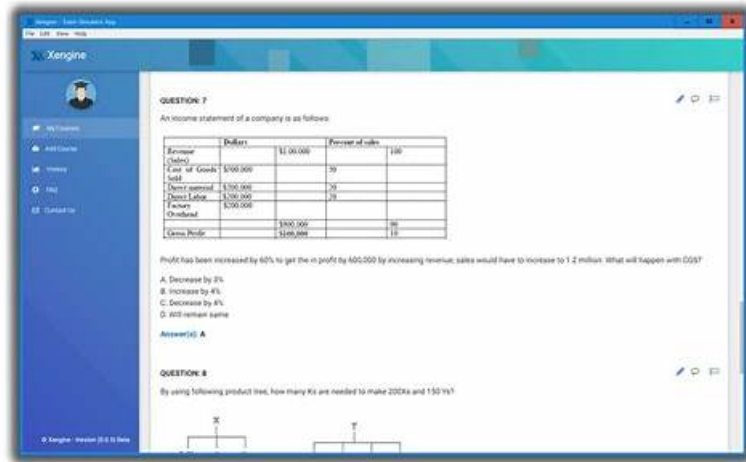


Pass Guaranteed Quiz 2026 Efficient AP-223: Simulated CPQ and Billing Consultant Accredited Professional Test



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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">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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User-Friendly Salesforce AP-223 Exam Questions in PDF Format

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q87-Q92):

NEW QUESTION # 87

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date.

- B. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- **D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date**

Answer: D

Explanation:

Salesforce CPQ renewal automation uses two fields:

Indicates future revenue

Should be set immediately when contract is active

Indicates the renewal quote has been created

Should be set near the contract end date

1. Renewal Forecasted 2. Renewal Quoted This matches Salesforce best practice:

Forecast early → Quote late.

Thus C is correct.

NEW QUESTION # 88

After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date
- **D. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date**

Answer: D

Explanation:

Salesforce CPQ Renewals use two fields:

Used for pipeline forecasting

Should be checked as soon as the contract activates

Indicates revenue is expected at renewal

Indicates the renewal quote has actually been generated

Should be checked close to the contract end date

1. Renewal Forecasted 2. Renewal Quoted This is standard Salesforce CPQ renewal process guidance.

Correct logic: Forecast early, quote late.

Thus:

✓ D - "Renewal Forecasted should be checked early; Renewal Quoted should be checked near Contract End Date."

NEW QUESTION # 89

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Multi Dimensional Quoting
- B. Discount Schedule
- **C. Price Rule with lookup table**
- D. Percent of total

Answer: C

Explanation:

This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height.

These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✓ Why Price Rule with Lookup Table is the correct answer
Salesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities: Typical CPQ design for dimensional pricing: This is exactly the pattern Salesforce recommends for multi-attribute pricing.

□ Why the other options are incorrect
A. Percent of Total Used for:

Support fees

Add-on fees based on parent products Not for dimensional pricing.

B. Multi-Dimensional Quoting (MDQ) Used for:

Term-based pricing (Year 1, Year 2, Year 3)

Usage tiers over time

MDQ does not support 3-dimensional physical attributes.

C. Discount Schedule Supports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

NEW QUESTION # 90

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

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

Answer: A

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 # 91

Universal Containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are 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. Legacy subscription data are missing a lookup to a source quote line record
- **C. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

Answer: C

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.

[illegible]