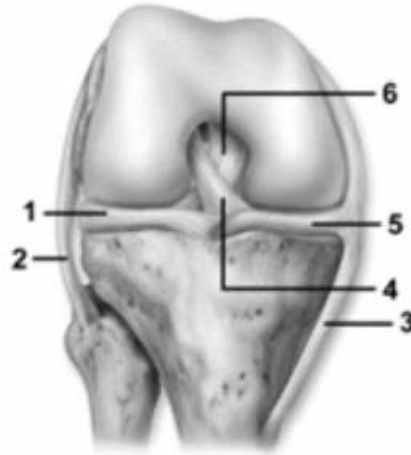


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Salesforce AP-223 Exam Syllabus Topics:

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 Implementation Management: This domain focuses on leading scoping sessions, capturing solution designs, preparing for projects, and managing build, test, deployment, and support phases.
Topic 3	<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.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q93-Q98):

NEW QUESTION # 93

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

Choose 3 answers

- A. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- B. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- C. To ensure the implementation team is aligned with the customer on assigned work
- D. To get agreement on the roles and responsibilities of the implementation team and customer
- E. To ensure the implementation team can work independently for most of the project with little to no input from the customer

Answer: B,C,D

Explanation:

A solid governance structure is a required component of every Salesforce Revenue Cloud implementation (CPQ + Billing).

Salesforce's project methodology stresses governance for:

Clear roles and responsibilities

Alignment across business and technical teams

Controlled communication flows

Coordinated delivery

Risk and issue management

Change control

Let's evaluate each option:

☐ A. To get agreement on the roles and responsibilities of the implementation team and customer This is one of the core purposes of governance.

The RACI structure (Responsible, Accountable, Consulted, Informed) is part of governance setup and ensures:

No duplication of work

No gaps in ownership

Clear escalation paths

✓ This is correct.

☐ C. To ensure the implementation team can work independently with little customer input This is the opposite of governance.

Revenue Cloud projects require constant alignment with the customer across:

Catalog structure

Pricing rules

Billing cycles

Renewals

Integration design

Customer involvement is essential.

✗ Not a valid reason.

☐ E. To assign more work to the customer Governance is not a method to increase customer workload.

It ensures collaboration, not burden shifting.

✗ Incorrect.

☐ B. To establish a communication plan between teams and coordinate the work Governance defines how:

PMs communicate

Status reports occur

Risks/issues are escalated

Decisions are documented

This is a fundamental governance objective.

✓ Correct.

☐ D. To ensure the implementation team is aligned with the customer on assigned work Exactly.

Governance guarantees alignment on:

Scope

Requirements

Sprint commitments

Priorities

Change requests

✓ Correct.

✓ Final Verified Answer A, B, D

NEW QUESTION # 94

Which feature is needed to split Order Products into different Invoice runs?

- A. Order by Quote Line Group
- B. Invoice Batch
- C. Order by Group
- **D. Invoice Group**

Answer: D

Explanation:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answer The Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

NEW QUESTION # 95

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

- A. Delete the invoice record, correct the order, create and Post a new invoice
- **B. Cancel and rebill, 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. credit the invoice, correct the order, create and post a new invoice

Answer: B

NEW QUESTION # 96

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

- A. Delete the invoice record, correct the order, create and Post a new invoice
- **B. Cancel and rebill, 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. credit the invoice, correct the order, create and post a new invoice

Answer: B

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 # 97

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall. Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Load.
- B. Always
- C. Save
- D. Load and Edit

Answer: A

Explanation:

The requirement is:

When configuring a bundle, if the customer has previously purchased a hardware firewall, the Hardware Firewall product option should be hidden during bundle configuration.

This means the Product Rule must evaluate immediately when the bundle configuration UI loads, so that the option is hidden before the user begins configuring.

Salesforce CPQ documentation clarifies the evaluation events for Product Rules:

Evaluation Events in CPQ Product Rules

Evaluation Event

When it Fires

Use Case

Load

Fires immediately when the configurator opens

Use this when hiding options or preselecting options based on external or historical data, Assets, Subscriptions, etc.

Load and Edit

Fires on initial load and every time the user makes changes

Use when rules may need re-checking with every MODIFY step.

Save

Only fires when clicking Save

Use when validating configuration before saving (e.g., preventing invalid combinations).

Always

Fires during all events including load, edit, and save

Rarely used; typically only for enforcement rules.

You need the option hidden right when the configurator loads.

The rule uses historical data (previously purchased hardware firewall). That data does not change in real time during the configuration session.

There is no need to re-check during every selection or on save.

Why Load is the correct answer: Therefore, using Load provides:

Optimal performance

Immediate user experience consistency

No unnecessary re-evaluations

Overkill; runs multiple times unnecessarily.

□ C. Load and Edit

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