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### Salesforce AP-223 Exam Syllabus Topics:

Topic	Details

Topic 1	<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>
Topic 2	<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 3	<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>

## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q60-Q65):

### NEW QUESTION # 60

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- B. processed with design and build, and address performance issues as the final task in UAT
- C. Architect the revenue cloud solution to follow suit by extending customization using coding best practices to improve scalability
- D. **baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.**

**Answer: D**

### NEW QUESTION # 61

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- A. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
- B. Recommend the current automations are appropriate, optimize further if necessary.
- C. **Recommend using a single automation type for best Performance.**
- D. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.

**Answer: C**

Explanation:

The consultant discovers:

Multiple triggers

Workflows

Flows

Possibly recursion or conflicting automations... on the Opportunity, which is foundational for CPQ.

Salesforce Revenue Cloud Best Practice:Use one automation type (preferably Flow) to avoid conflicts, recursion, performance issues, and unpredictable ordering.

Too many automation types cause issues with:

CPQ Quote Sync

Opportunity → Quote event handling

Performance and CPU limits

Unpredictable execution order

Therefore:

✓ A - Recommend using a single automation type for best performance This aligns with:

Salesforce Well-Architected Framework  
Salesforce CPQ implementation guidelines  
General platform automation best practices  
Why other options are incorrect: Option  
Why Not Correct

B

Large Quote Threshold affects calculator performance, not Opportunity automation.

C

Multiple automation types is the problem, not the solution.

D

Accepting the current messy automation is not recommended before CPQ implementation.

Thus A is correct.

## NEW QUESTION # 62

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. Legacy subscription data are missing a lookup to a source quote line record
- **B. Required fields are missing or incorrectly populated on the legacy contract and subscription data**
- C. Amendment of legacy contract and subscription data requires asset-based renewal method
- D. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

**Answer: B**

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 # 63

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

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

**Answer: A,D,E**

Explanation:

A Revenue Cloud consultant leading scoping must have:

A - Excellent communication: Key for translating technical and business requirements.

B - Planning/monitoring/review skills: Required to drive structured discovery workshops.

E - Awareness of design pitfalls & mitigation: Ensures a scalable CPQ/Billing architecture.

Options C and D are irrelevant: competitor knowledge or sales quota experience are not key skills for scoping a CPQ/Billing project.

### NEW QUESTION # 64

A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Allocate the payment to an invoice on account B
- B. Set the payment status to canceled and create a new payment on account B.
- C. Allocate the payment if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B

**Answer: C**

Explanation:

Scenario:

A payment is posted on the wrong Account

It must be applied to an invoice on a different Account

Payment is already posted

Salesforce Billing rules:

A posted payment cannot be reparented

A payment allocated to an invoice cannot simply be moved

Correct process is:

