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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q11-Q16):

NEW QUESTION # 11

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

Answer: A

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 # 12

what are the 3 reasons why you would need an app exchange solution to support generating a document is support of a revenue cloud project?

- A. Attachments
- B. Invoice Generation
- C. Contract Redlining
- D. watermarks
- E. electronic signature

Answer: C,D,E

NEW QUESTION # 13

sales management has stated that they would like annual recurring revenue captured on Opportunity Line Item object in order to reference within existing pipeline reports. Annual recurring revenue is currently captured in the field ARR__c on the SBQQ__Quoteline__c object.

Which is the most efficient solution?

- A. Create ARR__c on the Opportunity Line Item object, and create a price rule to copy the value from ARR__c on SBQQ__QuoteLine__c to ARR__c on Opportunity Product
- B. Create ARR__c on the Opportunity Line Item object, and create a flow to copy the value from ARR__c on

SBQQ__QuoteLine__c

- C. Create a cross-object formula field on the Opportunity Line Item to reference ARR__c data SBQQ__QuoteLine__c
- D. Create ARR__c on the Opportunity Line Item object, matching the field configuration of ARR__c on SBQQ__QuoteLine__c

Answer: D

Explanation:

ARR__c exists on Quote Line (SBQQ__QuoteLine__c) and must appear on:

Opportunity Line Item for pipeline reporting

Salesforce CPQ automatically syncs Quote → Opportunity Line Item when:

The field exists on both objects

The Field API Name and Field Type match

This requires zero automation, no flow, no price rules.

NEW QUESTION # 14

universal containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. how can partner type queue a new calculation for the quote?

- A. Add the partner type field to the calculating fields field set
- B. calculation Include the field in a custom metadata setting
- C. Setup a quote calculator plugin to ensure the custom field triggers
- D. Refresh post install scripts

Answer: A

NEW QUESTION # 15

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 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
- B. Set the payment status to canceled and create a new payment on account B.
- C. Allocate the payment to an invoice on account B

Answer: A

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:

✓ B - If allocated, create a refund, then create a new payment on the correct account

Detailed steps:

Reverse (refund) the incorrect payment

Create a new payment on the correct account

Allocate that payment to the correct invoice

This ensures:

Proper audit trail

Compliance with financial controls

Correct ledger entries

Why the other options are wrong

Option

Why Incorrect

A . Allocate payment to Account B invoice

Not allowed: payment is tied to Account A.

Thus B is correct.

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