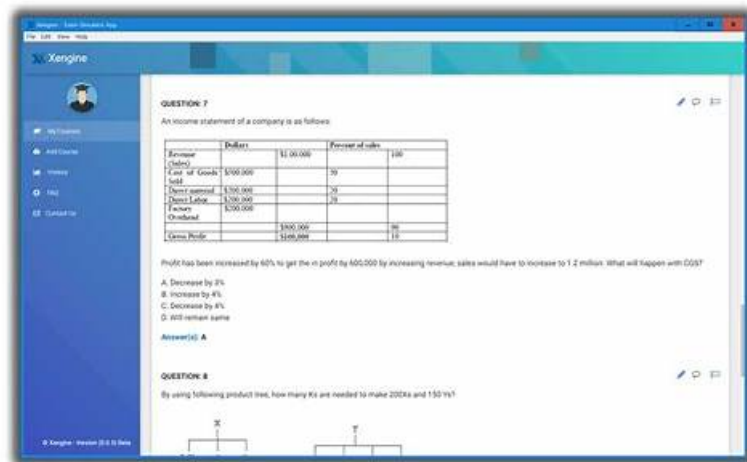


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Salesforce AP-223 Exam Syllabus Topics:

| 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. |
|---------|--|

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

NEW QUESTION # 87

what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- A. Train UAT testers on the new functionality
- B. Issue change orders for all incidents that arise during testing
- C. Define and agree on acceptance criteria with customer
- D. Execute all tests on behalf of the customer
- E. Finalize test plans before the build Phase completes

Answer: A,C,E

Explanation:

Efficient UAT in Revenue Cloud requires:

- ✓ B - Define acceptance criteria with the customer Ensures clarity on what "pass" means.
- ✓ D - Train UAT testers on the new functionality UAT fails quickly if testers don't know how to use CPQ/Billing.
- ✓ E - Finalize test plans before the build is completed Ensures UAT is ready and structured once the sandbox is available.

Incorrect options:

A: Consultants should NOT execute tests on behalf of customers.

C: Not all issues in UAT require change orders; many are defects to be corrected.

NEW QUESTION # 88

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

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

Answer: A,B,E

Explanation:

A partner leading a Revenue Cloud Scoping session requires:

- ✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.
- ✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

- ✓ E - Understanding design pitfalls & mitigation Critical 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 # 89

What does the 'safe harbor' slide at the beginning of every salesforce presentation means?

- A. You and or your customer are making scoping, design, planning, purchasing making decisions based on current and available capabilities.
- B. new release capabilities will not have impact to existing implementations
- C. mergers and acquisitions integrations are immediate
- D. roadmap capability will be released exactly as they are demonstrated
- E. anything presented from salesforce must be kept confidential

Answer: A

Explanation:

The Salesforce Safe Harbor statement exists to remind customers:

They should only make scoping, planning, design, and purchasing decisions based on current, available functionality, not forward-looking statements or roadmap presentations.

Salesforce does not guarantee:

Release timing

Exact feature delivery

Backward compatibility

NEW QUESTION # 90

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. 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. Cancel and rebill, correct the order, create and post a new invoice.

Answer: D

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 incorrectOption

Issue

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 # 91

A Revenue Cloud Consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Set Pricing Method to Custom
- B. Use a Record Change Flow to trigger on the Quote Line.
- C. Use an Apex Trigger on the Quote Line
- **D. A Quote Calculator plugin(QCP)**

Answer: D

Explanation:

When Price Rules are insufficient for complex pricing logic, Salesforce CPQ documentation directs consultants to the Quote Calculator Plugin (QCP) as the next escalation point.

QCP enables custom JavaScript logic executed inside the CPQ Quote Calculator, allowing manipulation of:

List price

Net price

Quantity

Custom logic loops

Conditional calculations beyond standard rule capabilities

Flows or Apex should not manipulate pricing during calculation because they run outside the CPQ calculator, causing inconsistent pricing results.

Hence the correct next step is QCP.

NEW QUESTION # 92

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