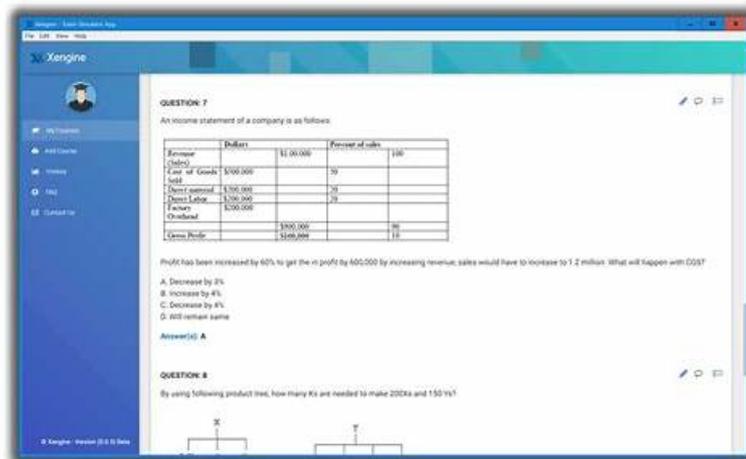


AP-223 Exam Simulations, AP-223 Exam Prep



P.S. Free & New AP-223 dumps are available on Google Drive shared by PassCollection: https://drive.google.com/open?id=1ZbTp0ILgF_e2TcWDxULmpgf4eYx_rZj

If you are planning to pass the AP-223 exam, you can choose our AP-223 practice materials as your learning material since our products are known as the most valid exam engine in the world, which will definitely be beneficial to your preparation for exams. There are many impressive advantages of our AP-223 Study Guide. And our AP-223 actual exam will be definitely conducive to realizing the dream of obtaining the certificate.

These formats are Salesforce AP-223 PDF dumps, web-based practice test software, and desktop practice test software. All these three CPQ and Billing Consultant Accredited Professional (AP-223) exam questions contain the real, valid, and updated Salesforce Exams that will provide you with everything that you need to learn, prepare and pass the challenging but career advancement AP-223 Certification Exam with good scores.

>> AP-223 Exam Simulations <<

Salesforce AP-223 Exam Prep - AP-223 Instant Download

If you decide to buy our AP-223 study questions, you can get the chance that you will pass your AP-223 exam and get the certification successfully in a short time. For we have helped tens of thousands of our customers achieved their dreams. We believe you won't be the exception, so if you want to achieve your dream and become the excellent people in the near future, please buy our AP-223 Actual Exam, it will help you.

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

NEW QUESTION # 87

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.

C . Reparent payment to Account B

Posted payments cannot be reparented.

D . Cancel the payment

Cancelling alone does not reverse ledger impact; refund process is required.

Thus B is correct.

NEW QUESTION # 88

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, as soon as the contract is activated
- 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, 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 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 # 89

A revenue cloud user story for a subscription-based company looking to replace their legacy system states "as a pricing manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers. what should be included in the design of this solution?"

- **A. Discount schedules with cross orders checked**
- B. use a summary variable targeting the subscription object with a price rule
- C. custom action to retrieve purchased quantities from an external source
- **D. Contracts, subscriptions and assets should be populated with historical data**
- E. Legacy orders and invoice should be migrated

Answer: A,D

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

Answer: B

Explanation:

Requirement:

Set Legal Entity on Order Product and OP Consumption Schedule in a scalable way.

Runs before insert, so no second update transaction is needed.

Scalable (bulk-safe, low CPU, no recursion).

Modern Salesforce best practice for field population.

Works consistently across:

Order Products

Usage/Consumption Schedules

Why D. Before-Save Flow is correct Why not the others? Option

Why Incorrect

A . Workflow Rule

Deprecated, not scalable, cannot run before-save.

B . Custom Setting

Storage mechanism, not automation logic.

C . QCP

Only affects Quote stage, not Order Products or Consumption Schedules AFTER order creation.

Thus **D is the correct, scalable, and recommended pattern.

NEW QUESTION # 91

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. Excellent Communication Skills both verbal and written**
- C. Experience in a selling role with quota responsibilities
- **D. Being effective at planning, monitoring and reviewing**
- E. Having deep knowledge of competitor Products

Answer: A,B,D

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.

id=1ZbTp0LgF_e2TcWDxULmpgf4eYx_rZj