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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>New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>
Topic 3	<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>

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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q28-Q33):

### NEW QUESTION # 28

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

✓ 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 # 29

Which is the correct sequence of evaluation events for a Price Rule, Quote Calculator Plugin (QCP) and CPQ Package Pricing Engine?

- A. On Initialization -> Before Calculate -> On Calculate -> After Calculate -> Internal Initialization -> Calculate Formulas ->> Calculate Quantities -> Price Waterfall Calculation
- B. Internal Initialization -> On Initialization -> Calculate Formulas -> Before Calculate -> calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate
- C. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Water fall Calculation ->On Initialization -> Before Calculate -> On Calculate -> After Calculate
- D. Internal Initialization -> On Initialization -> Before Calculate -> Calculate Quantities ->>On Calculate -> Price Waterfall Calculation -> After Calculate -> Calculate Formulas
- E. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> On Initialization ->Before Calculate -> On

Calculate -> Price Waterfall Calculation -> After Calculate

**Answer: B**

Explanation:

Correct CPQ Calculation Evaluation Order:

Internal Initialization

QCP - onInitialization()

Calculate Formulas (pre-calculation)

Price Rule - Before Calculate

Calculate Quantities

QCP - onCalculate()

Price Waterfall Calculation

QCP - AfterCalculate()

Option E is the only sequence that matches this.

### NEW QUESTION # 30

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges=False.

Which setting will generate invoice lines?

- A. Order Products with Next Billing Date equal to or after January 15
- B. Usage Summaries with Next Billing Date equal to or earlier than January 15
- C. Order Products with Next Charge Date equal to or earlier January 15
- **D. Order Products with Next Billing Date equal to or earlier than January 15**

**Answer: D**

Explanation:

Invoice Scheduler Settings:

Target Date = Jan 15

Bill Usage Charges = FALSE

This means:

The scheduler will generate invoice lines for Order Products only, not usage summaries. Thus the correct rule is:

✓ A - Order Products with Next Billing Date equal to or earlier than January 15 Why the other options are wrong: Option Why

Incorrect B - Usage Summaries Ignored because Bill Usage Charges = False.

C - Next Billing Date equal to or after

Billing only generates lines for dates <= Target Date.

D - Next Charge Date

Not used by Invoice Scheduler.

Thus A is correct.

### NEW QUESTION # 31

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Implement the lookup price rules immediately then review with the solution Architect.
- B. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.
- **C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget them determine the next course of action**
- D. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- E. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

**Answer: C**

Explanation:

For a large Enterprise Revenue Cloud (Salesforce CPQ + Billing) implementation, the key themes in all Salesforce delivery guidance and project best practices are:

Governance and change control

Design-first, then build

Raising scope-impacting changes through the Project Manager

Architect accountability for solution integrity, PM accountability for scope/timeline/budget Let's walk through why C is correct and why the other options conflict with typical Salesforce CPQ/Billing implementation best practices.

1. Context of the Scenario You are in the Build phase and:

You already have a design with:

Multiple Lookup Price Rules implementing complex pricing.

New information emerges:

Additional pricing logic

External data stores that must be incorporated

Need to modify existing lookup rules

Need to create additional rules

Need API development (integration work)

This is not a cosmetic tweak; it is:

Scope-impacting (new integration/API work, new logic)

Design-impacting (pricing architecture changes)

Potentially timeline and budget impacting

Therefore, this triggers formal change control.

2. Why Option C is Correct C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action This aligns with standard Salesforce implementation and project governance principles:

Any change that affects scope, complexity, or integration must be raised to the Project Manager (PM) Project Manager is responsible for:

Scope management

Timeline & milestones

Budget & resourcing

Managing change requests and stakeholder approvals

The PM will:

Evaluate impact with:

Solution Architect (for technical/design impact)

Tech leads / Dev leads (for effort estimation)

Decide:

Whether a Change Request (CR) is needed

How to re-prioritize sprints, adjust backlog

Whether additional budget / time is required

How to communicate to customer stakeholders

This preserves:

Design integrity (Architect still evaluated the solution)

Project discipline (PM governs scope/timeline/budget)

Traceability and documentation (updated design docs, backlog, CRs)

This is exactly how a large enterprise Revenue Cloud (CPQ + Billing) program is expected to run.

3. Why the Other Options Are Not Appropriate A. "Adjust as long as we're in build phase" A. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Problems:

Implies uncontrolled scope creep:

"As long as we're in build, we can just keep adjusting."

No mention of:

Impact to scope, timeline, budget

Formal change control

Involvement of PM or Architect

In a complex CPQ/Billing implementation, this would:

Break governance

Risk missed deadlines and budget overruns

Create misaligned expectations with the customer

So A contradicts standard methodology and enterprise delivery practices.

B. "Implement then review with the Solution Architect" B. Implement the lookup price rules immediately then review with the solution Architect.

Problems:

Sequence is wrong:

You never build first and ask the Architect later on large-scale pricing and integration changes.

This can cause:

Misalignment with overall pricing architecture

Conflicts with other CPQ/Billing components (e.g., Amendments, Renewals, Billing logic) Rework if the Architect has a different approach Still no mention of PM or scope/timeline/budget impact.

This violates both design governance and project governance.

D. "Architect then immediate implementation (no PM)"D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

This is closer, but still incomplete:

Good:

You involve the Solution Architect.

You talk about updating design documents.

But:

No involvement of the Project Manager.

No consideration of:

Impact to scope

Impact to timeline

Impact to budget

For "large Enterprise Revenue Cloud" projects, Architect ≠ PM:

Architect owns technical solution integrity

PM owns project plan, change control, stakeholder approvals

So D ignores formal change management which is critical at enterprise scale.

E. "If low effort, just do it; else next sprint"E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise complete on the subsequent sprint.

Problems:

Consultant is unilaterally deciding based on "low effort":

No PM.

No formal scope/time/budget impact evaluation.

This might be okay for minor cosmetic or non-functional changes in a small project, but:

Here we have:

Complex pricing

Multiple lookup price rules

External data store integrations

API development

This is never "just low effort".

For a large enterprise Revenue Cloud implementation:

This bypasses governance, change control, and approvals.

So E promotes ad hoc scope changes, which is against standard practice.

4. How This Ties Back to Salesforce CPQ & Billing Best PracticesIn Salesforce CPQ and Billing implementations, especially when dealing with complex pricing logic and external integrations:

Complex Pricing (Lookup Price Rules):

Changes can affect:

Quote calculation performance

Sequential dependencies with Price Rules, Discount Schedules, QCP, Billing logic May cause downstream issues in:

Orders, Invoices, Revenue Schedules, Amendments, Renewals

External Data Stores & API Development:

Introduces:

New integration patterns

Error handling, retries, timeouts

Security and governance requirements

Impacts:

Technical design

Test strategy (SIT, UAT, performance testing)

Possibly non-functional requirements

Because of that, Salesforce project documentation and implementation guidance emphasize:

Raising such changes via Project Manager

Having the Solution Architect assess and update:

Solution design

Integration architecture

Managing it formally as a change request if it affects:

Scope

Timeline

Budget

This is exactly what Option C describes at the right level of responsibility.

### NEW QUESTION # 32

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Business Process Mapping
- B. Order Management
- C. Quote Documentation And Piggins
- D. Products and Bundles

**Answer: A**

Explanation:

In a Salesforce CPQ scoping session, the first documentation created is the Business Process Map, because:

It defines the customer's selling, quoting, approval, pricing, contracting, renewal, and ordering processes.

It ensures all stakeholders are aligned on "how the business works now" before CPQ design begins.

Only after processes are mapped can product structure, order management, and quote document needs be designed.

Salesforce Revenue Cloud methodology always starts with:

Business Process Documentation → Requirements → Solution Design

Thus C is correct.

### NEW QUESTION # 33

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