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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q82-Q87):

NEW QUESTION # 82

Which two steps should an implementation team take to integrate Revenue Cloud to another system? Choose 2 answers

- A. Complete a source to target mapping of the fields that will integrate between systems
- B. Design an architecture view of how data integrates and flows between systems
- C. Share printed quote form with the customer to manually enter in their ERP
- D. Load quote fields and values in a file and share that with the customer

Answer: A,B

NEW QUESTION # 83

An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

- A. Customer Success Manager
- B. Project Manager
- C. Developer
- D. Technical Architect
- E. Solution Architect

Answer: B

Explanation:
When an escalation occurs on a Revenue Cloud implementation, the question is:
Who is ultimately responsible for the success of the project?
While many roles contribute, the Project Manager (PM) is the one accountable for:
Scope
Budget
Timeline
Risk & issue management
Cross-team coordination
Customer communication
Driving escalations and resolutions
Salesforce project methodology is clear:
The Project Manager owns overall project success.
Why the other roles are not the primary accountable party:Role
Why Not Responsible for Overall Success
Technical Architect
Owns technical integrity, not project success.
Solution Architect
Owns functional solution design, not delivery metrics.
Developer
Executes tasks, not responsible for project outcome.
Customer Success Manager
Supports customer relationship but not delivery execution.
Thus, the correct answer is:
✔ B - Project Manager

NEW QUESTION # 84

A Subscription-based company has a Revenue Cloud user story to replace their legacy system which states "As a Sales User, I need to see my active deals (including new and renewals opportunities) from the old system carried over to the new Salesforce CPQ system once we go-live".
What are the relevant objects that will store the extracted information from the legacy system?

- A. Accounts, Opportunities, Orders, Contracts, Order Products
- B. Accounts, Opportunities, Quotes, Contracts, Products, Order Products
- C. Accounts, Opportunities, Quotes, Contracts, Subscriptions, Products
- D. Accounts, Opportunities, Contracts, Subscriptions, Assets, Products

Answer: C

NEW QUESTION # 85
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. Use an Apex Trigger on the Quote Line
- B. Set Pricing Method to Custom
- C. Use a Record Change Flow to 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 # 86
A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Quote
- B. Subscriptions
- C. Order Product
- D. Assets
- E. Order

Answer: B,D

NEW QUESTION # 87
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