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

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q78-Q83):

NEW QUESTION # 78
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 a cross-object formula field on the Opportunity Line Item to reference ARR__c data SBQQ__Quoteline__c
- C. Create ARR__c on the Opportunity Line Item object, and create a flow to copy the value from ARR__c on SBQQ__QuotelLine__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 # 79
How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"
- B. It Prevents invoice document generation and stops email notifications from going out to the customer.
- C. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- D. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".

Answer: A

Explanation:
Salesforce Billing's Hold Billing field on Order Product works exactly as follows:
When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.
Once the user sets Hold Billing back to No, Billing:
Calculates the missed invoice periods
Creates catch-up invoice lines so billing is not lost
Correct Behavior (per Documentation)This means:
✔ Invoicing is suspended
✔ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.
Why the other answers are incorrectOption
Description
Why Incorrect
A
Prevents invoice document generation and emails
Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.
B
Hold Billing auto-resets on activation
False. Hold Billing is a manual field and does not auto-clear.
D
Only invoices after Hold Billing is set to No are created
Incorrect-Billing creates catch-up invoices for missed time.
Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 80
Universal Containers is reporting a platform governor limit issue while saving a quote with a large number of quote line items.
What should the Revenue cloud consultant recommend to address the issue?

- A. Enable the CPQ package setting for "quote batch size" to a value which is less than the number based on the volume

testing to avoid platform gov. limits
- B. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number based on the volume testing to avoid platform gov. limits
- C. Enable the CPQ Package setting for "Large Quote Experience"
- D. Enable the CPQ package setting for "Large Quote Threshold" to a value which is less than the number of lines which triggered the error during testing

Answer: D

NEW QUESTION # 81

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- A. Recommend the current automations are appropriate, optimize further if necessary.
- B. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.
- C. Recommend using a single automation type for best Performance.
- D. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements

Answer: C

Explanation:
The consultant discovers:
Multiple triggers
Workflows
Flows
Possibly recursion or conflicting automations... on the Opportunity, which is foundational for CPQ.
Salesforce Revenue Cloud Best Practice:Use one automation type (preferably Flow) to avoid conflicts, recursion, performance issues, and unpredictable ordering.
Too many automation types cause issues with:
CPQ Quote Sync
Opportunity → Quote event handling
Performance and CPU limits
Unpredictable execution order
Therefore:
✔ A - Recommend using a single automation type for best performanceThis aligns with:
Salesforce Well-Architected Framework
Salesforce CPQ implementation guidelines
General platform automation best practices
Why other options are incorrect:Option
Why Not Correct
B
Large Quote Threshold affects calculator performance, not Opportunity automation.
C
Multiple automation types is the problem, not the solution.
D
Accepting the current messy automation is not recommended before CPQ implementation.
Thus A is correct.

NEW QUESTION # 82

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. Un-allocate the Payment if allocated, create a refund and then create a new payment for Account B
- B. Allocate the Payment to an invoice on Account B.
- C. Un-allocate the payment if allocated and reparent the payment to Account B
- D. Set the payment status to cancelled and create a new payment on Account B.

Answer: A

Explanation:
Revenue Cloud Billing does not allow reparenting or reallocating payments across accounts.
To correct a misapplied payment:
Un-allocate the payment if already applied
Refund the payment
Create a new payment under the correct account (Account B)
Allocate it to the appropriate invoice
This follows Billing best practices for financial audit integrity.

NEW QUESTION # 83

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