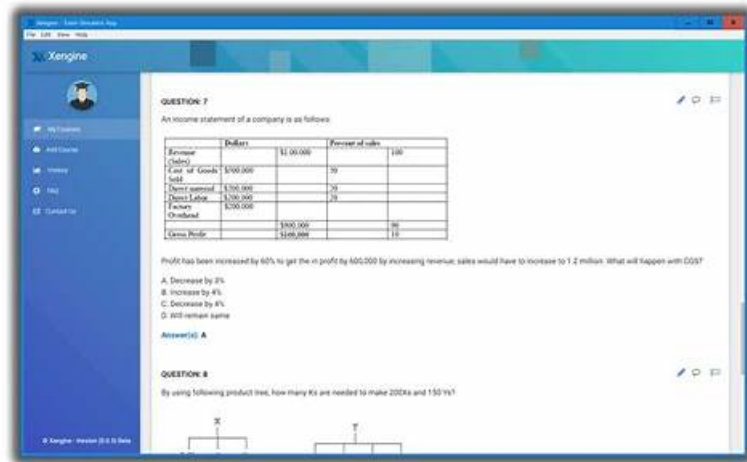


CPQ and Billing Consultant Accredited Professional Exam Questions - AP-223 Torrent Prep & AP-223 Test Guide



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Salesforce AP-223 Exam Syllabus Topics:

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

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q58-Q63):

NEW QUESTION # 58

Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?

- A. migrate opportunity , quote ,and quote line data via data loader
- B. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- C. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable
- D. utilize the import lines feature to migrate quote & quote line data
- E. Migrate contract and subscription data via data loader

Answer: A,C,D

NEW QUESTION # 59

An invoice run with a target date of 6/1/20 has completed with no errors.an order product with a next billing date of 6/1/20 did not generate an invoice line. which of the following fields might hold a value that would account for this?

- A. Billing type
- B. invoice run processing status`
- C. Billing day of month
- D. billing account
- E. Next change date

Answer: B

NEW QUESTION # 60

A revenue cloud customer has posted an invoice and now wants to add on more items from another order associated to that account without using invoice batches.

How can this be accomplished?

- A. use bill now on the new order and reparent the new invoice lines to the existing invoice
- B. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- C. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- D. Use bill now on the new Order and consolidate the invoices.

Answer: D

Explanation:

Scenario:

A customer has:

A posted invoice

A new order for the same account

Wants to add items without using invoice batches

The correct approach:

✓ D - Use Bill Now on the new order and consolidate invoicesSteps:

Run Bill Now on the new order → generates a new invoice immediately.

Enable Invoice Consolidation (Billing settings / Account level).

Combine invoice lines from the new invoice into the already posted invoice.

Salesforce Billing supports invoice consolidation even after one invoice is posted.

Why the other options are wrongOption

Why Incorrect

A - Credit then Bill

Unnecessary; original invoice is correct and should remain posted.

B - Bill Now + reparent invoice lines

Reparenting posted invoice lines is NOT supported.

C - Cancel and Rebill

Only used to correct errors, not to add new order items.

Thus D is the correct solution.

NEW QUESTION # 61

Salesforce CPQ and salesforce billing has been installed to a newly created org. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- A. lines routine generation of invoices having 200 invoice lines
- B. External API calls within the pricing sequence
- C. extensive use of quote line custom fields
- D. routine generation of quote having 200 quote
- E. multiple automation types (trigger/work flows, flows) on a single object

Answer: B,C,E

Explanation:

These three patterns negatively impact Revenue Cloud scalability and performance:

✓ A - Multiple automation types on a single object Triggers + Workflows + Flows create:

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequence QCP or Price Rules must never call external APIs because:

They block calculator execution

Cause timeouts

Dramatically slow down quote save time

This is a severe performance issue.

✓ C - Extensive custom fields on Quote Line Every Quote Line field:

Increases calculation payload size

Increases JSON transmitted to the calculator

Slows down Quote Calculation

Impacts large quotes significantly

Why D and E are not performance design flaws Option

Why Not a Design Problem

D - Quotes with 200 lines

CPQ supports scaling to far more than 200 lines with proper configuration.

E - Invoices with 200 lines

Billing handles this volume normally. Performance issues arise at thousands of lines.

NEW QUESTION # 62

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not execute post-installation scripts upon their first login to CPQ.
- B. The User did not have the proper access to the Opportunity Product object.
- C. The User did not have the proper access to the Quote Line object.
- D. The User did not have the proper access to the Quote Object.

Answer: A

Explanation:

When users log in to Salesforce CPQ for the first time, the Post-Install Script must run.

This script:

Initializes CPQ user settings

Creates required calculation metadata

Ensures Quote + Quote Line permissions and defaults work

Enables Primary Quote logic

If an automation tries to set a new Quote as Primary, but the user has not run the CPQ post-install script, CPQ raises errors because internal references and fields are not yet initialized for that user.

This is a documented CPQ requirement.

Thus, A is correct, and all other options point to permission issues that do NOT cause this specific failure pattern.

NEW QUESTION # 63

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