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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>• 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> |
| Topic 3 | <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>   |

**>> AP-223 Test Discount Voucher <<**

## AP-223 Exam Overview | New AP-223 Test Book

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.

## Salesforce CPQ and Billing Consultant Accredited Professional Sample

## Questions (Q30-Q35):

### NEW QUESTION # 30

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

Choose 3 answers

- A. To get agreement on the roles and responsibilities of the implementation team and customer
- B. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- C. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- D. To ensure the implementation team is aligned with the customer on assigned work
- E. To establish a communication plan between the implementation team, the customer and the work is coordinated between them

**Answer: A,D,E**

Explanation:

A solid governance structure is a required component of every Salesforce Revenue Cloud implementation (CPQ + Billing).

Salesforce's project methodology stresses governance for:

Clear roles and responsibilities

Alignment across business and technical teams

Controlled communication flows

Coordinated delivery

Risk and issue management

Change control

Let's evaluate each option:

A. To get agreement on the roles and responsibilities of the implementation team and customer This is one of the core purposes of governance.

The RACI structure (Responsible, Accountable, Consulted, Informed) is part of governance setup and ensures:

No duplication of work

No gaps in ownership

Clear escalation paths

✓ This is correct.

C. To ensure the implementation team can work independently with little customer input This is the opposite of governance.

Revenue Cloud projects require constant alignment with the customer across:

Catalog structure

Pricing rules

Billing cycles

Renewals

Integration design

Customer involvement is essential.

✗ Not a valid reason.

E. To assign more work to the customer Governance is not a method to increase customer workload.

It ensures collaboration, not burden shifting.

✗ Incorrect.

B. To establish a communication plan between teams and coordinate the work Governance defines how:

PMs communicate

Status reports occur

Risks/issues are escalated

Decisions are documented

This is a fundamental governance objective.

✓ Correct.

D. To ensure the implementation team is aligned with the customer on assigned work Exactly.

Governance guarantees alignment on:

Scope

Requirements

Sprint commitments

Priorities

Change requests

✓ Correct.

✓ Final Verified Answer A, B, D

### NEW QUESTION # 31

An order has 5 order products that bill monthly.

One of the order products require 2 months of charges to appear on the next invoice without modifying invoicing for the other order products.

What field will need to be used to accomplish this task?

- A. Bill Now
- B. Bill Through Date Override
- C. Hold Billing - C. Target Date
- D. **Override Next Billing Date**

**Answer: D**

Explanation:

The requirement:

One Order Product must invoice 2 months of charges on the next invoice, without affecting the other 4 Order Products.

To do this, you must tell Billing to:

Skip 1 billing cycle

Jump ahead to a future billing date

Without impacting other Order Products

Without modifying invoicing schedule globally

The correct way is to set:

✓ **Override Next Billing Date** → This forces the next invoice line to include charges up to the new date, resulting in multiple periods billed together.

Why others are wrong:

Explanation:

B - Hold Billing

Pauses billing entirely; does NOT create multi-month invoices.

C - Target Date

Controls invoice run date, not multi-period billing.

D - Bill Through Date Override

Controls end date of a prorated period, not the number of periods billed.

E - Bill Now

Generates an immediate invoice but still only bills 1 period unless dates are overridden.

Thus A (Override Next Billing Date) is correct.

### NEW QUESTION # 32

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

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

**Answer: A,D**

### NEW QUESTION # 33

What does INVEST stand for in the INVEST criteria when defining user stories?

- A. **Independent, Negotiable, Valuable, Estimable, Small, Testable**
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Investable, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

**Answer: A**

Explanation:

INVEST criteria is a standard Agile user story quality framework.

Correct breakdown:

I - Independent

N - Negotiable

V - Valuable

E - Estimable

S - Small

T - Testable

Thus D is the correct choice.

#### NEW QUESTION # 34

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry.

what is the appropriate solution to address this Requirement?

- A. Use Automation to set Billing Rule Based on the value of the custom field.
- **B. Use Automation to set Tax Rule Based on the value of the custom field.**
- C. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.
- D. Use Automation to set Tax Treatment Based on the value of the custom field.

**Answer: B**

Explanation:

Requirement:

Product may be taxable or tax-exempt depending on a custom field (Industry).

In Salesforce Billing:

Tax rules determine whether a product line is taxable or exempt.

Tax rules can be driven by custom logic using:

Custom fields

Flow

Apex

Determination scripts

Therefore:

✓ C. Use automation to set the Tax Rule based on the custom field. Why not the others? Option Why Incorrect A . Tax Treatment Outputs tax result, but the rule determining taxability is the Tax Rule, not Tax Treatment.

B . Billing Rule

Controls invoice schedule, NOT taxability.

D . Revenue Recognition Rule

Controls revenue, not tax.

Thus C is the only valid solution.

#### NEW QUESTION # 35

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