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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 (Q85-Q90):

NEW QUESTION # 85
Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user share getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Amendment of legacy contract and subscription data requires asset-based renewal method
- B. Legacy subscription data are missing a lookup to a source quote line record
- C. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- D. Migrated contracts and subscriptions cannot be amended using salesforce CPQ

Answer: C

Explanation:
When Salesforce CPQ attempts to amend a contract, it relies on a very specific set of fields on:
Contract
Subscription
Asset (for asset-based models)
Quote Line (for amendment and renewal linkage)
If mandatory amendment fields are missing, CPQ's amendment engine will throw errors - most commonly:
"Attempt to de-reference a null object"
This happens because CPQ expects certain relationships and data points that do not exist in legacy-migrated records unless populated correctly.
✔ Why C is the correct answerWhen migrating historical Contracts and Subscriptions, CPQ requires certain fields to be populated, such as:
Account
StartDate
EndDate
Contract Number
Pricebook2Id
Contracted = TRUE
ContractId
Product2Id
Quantity
StartDate
EndDate
ListPrice
SalesPrice
SubscriptionType
Status = Active
TermStartDate
TermEndDate
Most importantly:
OriginalContractedListPrice
OriginalContractedSalesPrice
OriginalQuantity
OrderProductId (for order-based renewals)
AssetId (required depending on renewal model)
Contract Required FieldsSubscription Required FieldsIf any of these fields are missing or incorrectly mapped, the amendment engine fails.
CPQ amendment logic does not require a source quote line for legacy migrations, nor does it block amendments on migrated data if all required fields are present.
Thus C is the only answer consistent with CPQ documented behavior.
☐ Why the other answers are wrongA. Migrated contracts and subscriptions cannot be amended using Salesforce CPQIncorrect.
Salesforce CPQ fully supports amendment of migrated contracts/subscriptions as long as the required data is populated.
B . Amendment requires asset-based renewal methodIncorrect.
Legacy migrations can use either:
Contract-Based Renewal, or
Asset-Based Renewal

There is no requirement to switch to asset-based renewal.
D . Legacy data missing lookup to source quote lineIncorrect.
A lookup to the original Quote Line (SBQQ__QuoteLine__c) is not required for amendments.
It is only needed to support:
Contracted pricing logic reuse
Certain renewal pricing behaviors
Some reporting use cases
Missing this field does not block amendments and does not cause this error.

NEW QUESTION # 86

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 flow to copy the value from ARR__c on SBQQ__QuotelLine__c
- B. Create ARR__c on the Opportunity Line Item object, matching the field configuration of ARR__c on SBQQ__QuoteLine__c
- C. 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
- D. Create a cross-object formula field on the Opportunity Line Item to reference ARR__c data SBQQ__Quoteline__c

Answer: B

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 # 87

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Delete the invoice record, correct the order, create and Post a new invoice
- B. Cancel and rebill, correct the order, create and post a new invoice.
- C. credit the invoice, correct the order, create and post a new invoice
- D. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it

Answer: B

NEW QUESTION # 88

CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- A. Ensure Salesforce CPQ is upgraded to the latest release
- B. Rules that have a narrower evaluation scope will lead to better performance
- C. Ensure users who want to create large quotes have the CPQ Plus license
- D. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- E. Reuse referenced fields across the Ul and rules

Answer: A,B,E

NEW QUESTION # 89

which three are key steps when documenting user stories?

- A. Identify the acceptance criteria or result for satisfying the user story.
- B. Design the solution while the business process is being defined
- C. Identity the actor or personas in this user story
- D. Document user acceptance test scripts for the user story.
- E. Know which business process the requirement supports to categorize the user story

Answer: A,C,E

Explanation:
Salesforce user story best practices include:
A - Know the business process the story supports
B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:
C Designing the solution before the business process is finalized violates Salesforce implementation methodology.
D Writing test scripts is UAT preparation, not part of writing user stories.

NEW QUESTION # 90

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If you want to success in your career as a Salesforce Certified Professional, you must think outside the box. It would be beneficial if you considered adding CPQ and Billing Consultant Accredited Professional to your resume. To get this certification, you must pass the AP-223 exam conducted by Salesforce. Passing the CPQ and Billing Consultant Accredited Professional exam will help you advance your career. It is not an easy task to pass the CPQ and Billing Consultant Accredited Professional certification exam on the first attempt, but now ITexamReview is here to help. To assist you with remote study, ITexamReview provides Salesforce AP-223 Exam Questions to make your test preparation complete. The Salesforce AP-223 exam questions simulate the actual exam pattern, allowing you to pass the CPQ and Billing Consultant Accredited Professional certification exam the first time.

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