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## Quiz High Pass-Rate AP-223 - New CPQ and Billing Consultant Accredited Professional Exam Question

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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details

Topic 1	<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>
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>• 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>

## **Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q19-Q24):**

### **NEW QUESTION # 19**

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Review status.salesforce.com to determine refresh cutoff for the new release
- B. Determine whether your sandbox is on a preview or non preview instance.
- C. Submit a ticket to support when you want your sandbox Updated.
- D. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.

**Answer: A,B**

Explanation:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff datesThis tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instanceThis determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrect

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

### **NEW QUESTION # 20**

Which 3 objects are updated when posting an invoice?

- A. Quote
- B. Invoice
- C. Invoice Line
- D. Order Product
- E. Quote Line

**Answer: B,C,D**

### **NEW QUESTION # 21**

Which feature is needed to split Order Products into different Invoice runs?

- A. Order by Group
- B. Order by Quote Line Group
- C. Invoice Batch
- D. **Invoice Group**

**Answer: D**

Explanation:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answer

The Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

## NEW QUESTION # 22

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Having deep knowledge of competitor Products
- B. **Understanding design pitfalls and Mitigation actions to course correct**
- C. Experience in a selling role with quota responsibilities
- D. **Being effective at planning, monitoring and reviewing**
- E. **Excellent Communication Skills both verbal and written**

**Answer: B,D,E**

Explanation:

A Revenue Cloud consultant leading scoping must have:

A - Excellent communication: Key for translating technical and business requirements.

B - Planning/monitoring/review skills: Required to drive structured discovery workshops.

E - Awareness of design pitfalls & mitigation: Ensures a scalable CPQ/Billing architecture.

Options C and D are irrelevant: competitor knowledge or sales quota experience are not key skills for scoping a CPQ/Billing project.

## NEW QUESTION # 23

What is the most Scalable way to set the legal Entity on the Order Product and Order Product Consumption Schedule?

- A. Use a Work Flow
- B. **Use a Flow that is triggered when the record is created and run before the record is saved.**
- C. Use a Custom Setting
- D. Use a Quote Calculator Plugin (QCP)

**Answer: B**

Explanation:

Setting Legal Entity on:

Order Product

Order Product Consumption Schedule

Must be scalable, bulk-safe, and future-proof.

The most performant and Salesforce-recommended approach is:

No additional DML required

Runs before insert and update

## Bulk-safe

Better performance than Workflow or Process Builder

No need to use QCP, which only affects Quotes-not Orders or Schedules

- ✓ Before-Save Flow (Record-Triggered Flow) Thus D is correct.

## NEW QUESTION # 24

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