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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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q51-Q56):

NEW QUESTION # 51
Which 3 objects are updated when posting an invoice?

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

Answer: A,B,E

NEW QUESTION # 52
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. Submit a ticket to support when you want your sandbox Updated.
- B. Review status.salesforce.com to determine refresh cutoff for the new release
- C. Determine whether your sandbox is on a preview or non preview instance.
- D. The platform ensures that all sandboxes are upgraded at the same time so wait forther update.

Answer: B,C

Explanation:
Salesforce seasonal releases upgrade all Preview sandboxes before production.
To ensure testing against the upcoming release, a consultant must do the following:
✔ A. Review status.salesforce.com for sandbox preview scheduleSalesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.
✔ C. Determine whether the sandbox is on a preview or non-preview instanceCritical because:
Preview sandbox = upgraded BEFORE production
Non-preview sandbox = upgraded AFTER productionTo test early, the org must stay on preview.
Why D is NOT correct (even though your key said A, C, D)Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.
Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.
This is explicitly stated:
"Support cannot move a sandbox to a different release level."
- Salesforce Release Management Documentation
Therefore, A and C are correct, not D.
Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time.
Preview vs Non-preview determines upgrade timing.

NEW QUESTION # 53
Which corrective action should an admin take after noticing an error on a posted invoice?

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

- D. Delete the invoice record, correct the order, create and Post a new invoice

Answer: A

NEW QUESTION # 54
Which 3 documents help a revenue cloud consultant better understand the client's revenue cloud project requirements before speaking for the first time in a scoping session?

- A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- B. The latest release notes found at help salesforce.com>salesforce CPQ patch notes
- C. brochures that provided detail to the products and services the client offers
- D. A sample proposal the client provides to their customers

Answer: A,C,D

NEW QUESTION # 55
Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of salesforce.
Which service region should be defined for the Europeans instance of CPQ in order to optimize calculation performance?

- A. europe
- B. japan
- C. Server region has no performance impact
- D. North America
- E. Australia

Answer: A

Explanation:
The CPQ Quote Calculator is hosted by Salesforce in specific service regions.
Performance is optimized when the service region matches the Salesforce org location.
Since the German operation is hosted in the EU Salesforce instance, the performance-optimized setting is:
✔ Europe regionThis keeps latency minimal and significantly improves quote calculation speed.

NEW QUESTION # 56
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