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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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New Salesforce AP-223 Exam Practice & AP-223 New Cram Materials

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q21-Q26):

NEW QUESTION # 21

A Revenue Cloud Customer has posted a cash payment that was created on Account A by mistake. What are the steps to apply this to the correct invoice on Account B?

- A. Un-allocate the Payment if allocated, create a refund and then create a new payment for Account B
- B. Un-allocate the payment if allocated and reparent the payment to Account B
- C. Allocate the Payment to an invoice on Account B.
- D. Set the payment status to cancelled and create a new payment on Account B.

Answer: A

Explanation:

Revenue Cloud Billing does not allow reparenting or reallocating payments across accounts.

To correct a misapplied payment:

Un-allocate the payment if already applied

Refund the payment

Create a new payment under the correct account (Account B)

Allocate it to the appropriate invoice

This follows Billing best practices for financial audit integrity.

NEW QUESTION # 22

Which is the correct sequence of evaluation events for a price rule,quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- B. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- C. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas
- D. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate

Answer: D

Explanation:

The Salesforce CPQ calculation sequence includes:

Internal Initialization

QCP: onInitialization()

CPQ: Calculate Formulas (pre-calculation)

Price Rule Evaluation: Before Calculate

QCP: onCalculate()

Price Waterfall (Pricing Engine)

QCP: AfterCalculate()

Option D matches this exact order:

internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall → After Calculate

NEW QUESTION # 23

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

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

- E. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable

Answer: A,D,E

NEW QUESTION # 24

How can a Revenue Cloud Consultant create a new payment Method for a credit card that will be saved for future Payments?

- A. From the Account, Payment Method related list, then click the new Payment Method Credit Card button.
- B. Enter the credit card details into a new payment method record. salesforce users should use platform encryption for PCI Compliance.
- C. From the Payment credit cards related list, click the new credit card button.
- D. Enter the credit card details into a new payment Method record Click the Tokenize button

Answer: A

Explanation:

To save a new credit card Payment Method for future payments, the correct Salesforce Billing process is:

Correct documented methodFrom the Account Page:

Go to the Payment Methods related list

Click New Payment Method - Credit Card

Enter card details

Card is tokenized (via Payment Gateway)

Saved for future payments

This is exactly what option D describes.

Why the other answers are incorrect

Option

A . Tokenize button

Outdated UI/legacy workflow; new UI and gateways tokenize automatically.

B . Payment credit cards related list

Not the standard Billing object structure; Salesforce Billing uses Payment Method object, not "Payment Credit Card".

C . Enter card details + encryption

PCI does not allow storing full credit card numbers in Salesforce even with Platform Encryption - credit cards must be tokenized via gateway, not stored directly.

Therefore:

The only correct Salesforce Billing approach is D.

NEW QUESTION # 25

After installing Salesforce CPQ in your customers sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.

What strategy should the Revenue Cloud consultant recommend to the customer.

- A. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution
- B. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- C. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- D. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT

Answer: A

Explanation:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:

Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

- ✓ C - Baseline performance and fix technical debt firstReasons:
 - CPQ depends heavily on synchronous calculations
 - Custom automations drastically increase sync time
 - Process Builder is deprecated; should be migrated to Flow
 - Poor performance must be cleaned before CPQ design
- Why others are wrongOption
- Why Incorrect
- A - Upgrade CPQ
 - Upgrading cannot fix org-level technical debt.
- B - Mark issues out-of-scope
 - Avoiding technical debt leads to project failure.
- D - Extend customization
 - Adding code on top of a broken process worsens performance.
- Thus C is correct.

NEW QUESTION # 26

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