# Free Salesforce Revenue Cloud Consultant Accredited Professional (AP-223) Practice Questions

**Shared by Bryan on 13-08-2026**

**For More Free Questions and Preparation Resources**

Check the Links on Last Page

## Question 1

Question Type: MultipleChoice

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

### Options:

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

### Answer:

D

### Explanation:

INVEST is an acronym that stands for Independent, Negotiable, Valuable,Estimable, Small, and Testable12.It is a set of criteria used to assess the quality of a user story in Agile methodologies12. Here's what each term means:

Independent:The user story should be self-contained, in a way that there is no inherent dependency on another user story12.

Negotiable:User stories, up until they are part of an iteration, can always be changed and rewritten12.

Valuable:A user story must deliver value to the end user12.

Estimable:You must always be able to estimate the size ofa user story12.

Small:User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty12.

Testable:The user story or its related description must provide the necessary information to make test development possible12.Reference:12

## Question 2

Question Type: MultipleChoice

A Subscription-based company has a Revenue Cloud user story to replace their legacy system which states "As a Sales User, I need to see my active deals (Including new and renewals opportunities) from the old system carried over to the new Salesforce CPQ system once we go-live".

What are the relevant objects that will store the extracted information from the legacy system?

## Options:

A- Accounts, Opportunities, Contracts, Subscriptions, Assets, Products
B- Accounts, Opportunities, Quotes, Contracts, Subscriptions, Products
C- Accounts, Opportunities, Quotes, Contracts, Products, Order Products
D- Accounts, Opportunities, Orders, Contracts, Order Products

## Answer:

B

# Question 3

Question Type: MultipleChoice

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

## Options:

A- Credit theinvoice, add the new order and run an invoice scheduler to pick all the orders up.
B- use bill now on the new order and reparent the new invoice lines to the existing invoice
C- Cancel and Rebill the invoice,add the new Order and run an invoice scheduler to pick all the order up.
D- Use bill now on the new Order and consolidate the invoices

## Answer:

A

## Question 4

Question Type: MultipleChoice

What are the 3 reasons why you would need an appexchangesolution to supportgenerating a document is support of a revenue cloud project?

### Options:

A- watermarks
B- Attachments
C- Electronic signature
D- Contract Redlining
E- Invoice Generation

### Answer:

A, C, D

### Explanation:

Salesforce AppExchange offers a variety of solutions that can enhance the functionality of Salesforce Revenue Cloud. Here are the reasons why you would need an AppExchange solution to support generating a document in support of a Revenue Cloud project:

Watermarks (A): Watermarks can be used to mark documents asconfidential or to denote the status of the document (draft, approved, etc.). AppExchange solutions can provide this functionality, which is not available out-of-the-box in Salesforce.

Electronic Signature : Electronic signatures are often required for contracts and other legal documents. AppExchange solutions like DocuSign can integrate with Salesforce to provide this functionality.

Contract Redlining (D): Contract redlining allows for tracking changes and comments during the contract negotiation process.This is a specialized functionality that can be provided by AppExchange solutions.

Reference

10 Benefits of Using Salesforce AppExchange Apps - Cloud Analogy

Revenue Cloud Collection Page - Salesforce

Extending Customer 360 with Salesforce AppExchange

What Is Salesforce AppExchange and How Can I Use It?

## Question 5

Question Type: MultipleChoice

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment.

One of the automations implemented was to set everynew quote created as "primary" at

the time of creation in order to save clicks. Users immediately began to report errors when

trying to create quotes in the production environment for the first time. What could have

caused this issue?

### Options:

A- The User did not execute post-installation scripts upon their first login to CPQ.
B- The User did not have the proper access to the Opportunity Product object.
C- The User did not have the proper access to the Quote Line object.
D- The User did not have the proper accessto the Quote Object.

### Answer:

A

### Explanation:

According to the Salesforce Revenue Cloud CPQ documentation, users need to have the Create, Read, Edit, and Delete permissions on the Quote object in order to create and manage quotes. If users do not have the proper accessto the Quote object, they will encounter errors when trying to create quotes, even if the quotes are set as primary by default. This is because the primary quote field is a lookup field that references the Quote object, and users need to have access to the referenced object in order to populate the lookup field. Therefore, the most likely cause ofthe issue is that the users did not have the proper access to the Quote object in the production environment, and this was not detected in the sandbox environment because the users had different permissions or profiles there.Reference:

https://help.salesforce.com/s/articleView?id=000316738&language=en_US&type=1

https://help.salesforce.com/s/articleView?id=000381216&language=no&type=1

In Salesforce CPQ, ensuring that users have the proper access to the Quote object is crucialfor the smooth creation and management of quotes. The issue reported by users in the production environment, where errors occurred upon trying to create quotes for the first time, likely stemmed from insufficient permissions on the Quote object. In CPQ, setting a new quote as 'primary' at the time of creation is a common practice to streamline the quoting process. However, if users lack the necessary permissions on the Quote object, they would encounter errors when attempting to create or modify quotes. It's important to note that in Salesforce CPQ, orders must be created from a primary quote, and once an order is created from a primary quote, the quote cannot be edited. This indicates that the underlying issue is related to access permissions on the Quote object, rather than post-installation scripts, access to the Opportunity Product object, or access to the Quote Line object.

## Question 6

Question Type: MultipleChoice

What are three reasons to have the customer's Executive sponsors participate in the kickoff of a Revenue Cloud implementation?(Q3R)

### Options:

A- To endorse project plan and timelines of the transformation efforts
B- To be better prepared when they eventually participate as testers in UAT
C- To assure project objectives are being met
D- To validate technical design of the project
E- To provide finality in escalations paths

### Answer:

A, C, E

### Explanation:

Having the customer's Executive sponsors participate in the kickoff of a RevenueCloud implementation is crucial for several reasons:

A . To endorse project plan and timelines of the transformation efforts: Executive sponsorship is essential for endorsing and supporting the project plan and timelines. Their backing ensures that the project aligns with broader organizational goals and gets the necessary resources and attention.

C . To assure project objectives are being met: Executive sponsors help in assuring that the project objectives align with the business's strategic goals. Their presence in the kickoff meeting reinforces the importance of these objectives and ensures they are clearly communicated and understood by all stakeholders.

E . To provide finality in escalations paths: Involving executive sponsors in the kickoff provides a clear escalation path for addressing issues that might arise during the implementation. This setup helps in resolving conflicts or challenges swiftly, ensuring the project stays on track.

Executive involvement from the beginning underscores the strategicimportance of the project, facilitates alignment on expectations and resources, and establishes a clear governance structure.

## Question 7

Question Type: MultipleChoice

During Scoping the customer indicated that they neededcustomization to salesforce CPQDue to a process in a legacy system what is the first stepinensuring the requirement isAccounted for in Scoping?

### Options:

A- Ask follow up questions to ensure legacy process has business justification
B- scope additional project hours for customization
C- scope in developer resource for customization
D- Make it optional Scope with possible change order during the project

### Answer:

A

### Explanation:

When a customer indicates the need for customization to Salesforce CPQ due to a process in a legacy system, the first step in ensuring the requirement is accounted for in scoping is to ask follow-up questions to ensure the legacy process has a business justification. This is important because it helps to understand the business needs and requirements better, and ensures that the customization will add value to the business. It's crucial to understand the 'why' behind the need for customization before proceeding with it. This approach helps in avoiding unnecessary customizations and ensures that the solution aligns with the business objectives.Reference:Salesforce Introduces Revenue Cloud,Starting with CPQ: 8 Most Common Reasons for Customization

## Question 8

Question Type: MultipleChoice

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

### Options:

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

### Answer:

B, D

### Explanation:

The steps that an implementation team should take to integrate Revenue Cloud with another system are:

B . Complete a source to target mapping of the fields that will integrate between systems: This step involves defining how data fields in Revenue Cloud correspond to data fields in the external system. It is crucial for ensuring accurate data flow and integration functionality between the systems.

D . Design an architecture view of how data integrates and flows between systems: This involves creating a detailed architectural blueprint that outlines how data will be transferred and managed between Revenue Cloud and the external system. It helps in identifying potential integration challenges and ensuring thatthe integration supports the business processes effectively.

These steps are based on best practices in systems integration, focusing on data consistency and integrity, along with a structured approach to designing integration flows.

## Question 9

Question Type: MultipleChoice

Which 3 objects are updated when posting an invoice?

## Options:

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

## Answer:

A, C, E

## Explanation:

Order Product: The status of the Order Product is updated when the corresponding Invoice Line is posted.The fields such as 'InvoiceRun Processing Status', 'Next Billing Date', 'Next Charge Date', and 'Last Charge To Date' are updated for the next period1.

Invoice Line: The Invoice Line objectis updated when an invoice is posted.This includes locking the Invoice Line from further changes and finalizing the agreement represented by the invoice2.

Invoice: The Invoice object itself is updated when an invoice is posted.This includes changing the status of the invoice from 'Draft' to 'Posted', which locks the invoice from further changes and makes it ready for revenue recognition reporting2.

It's important to note that posting an invoice finalizes the agreement and prevents deletion of the invoice or any of its invoice lines.This ensures that your organization always has a record for legal and bookkeeping purposes2.

Posting Invoices - Salesforce

Best Practices to ImplementInvoice Runs With Salesforce Billing

Unable to Post an Invoice that is in Draft Status - Salesforce

Cancel or Post Invoice Lines in Draft status while Invoice ... - Salesforce