

Salesforce AP-223 Test Torrent, Exam AP-223 Discount



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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">• 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.

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Exam AP-223 Discount & AP-223 Reliable Test Question

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Salesforce CPQ and Billing Consultant Accredited Professional Sample

Questions (Q95-Q100):

NEW QUESTION # 95

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

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

Answer: B

Explanation:

Requirement:

Set Legal Entity on Order Product and OP Consumption Schedule in a scalable way.

Runs before insert, so no second update transaction is needed.

Scalable (bulk-safe, low CPU, no recursion).

Modern Salesforce best practice for field population.

Works consistently across:

Order Products

Usage/Consumption Schedules

Why D. Before-Save Flow is correct Why not the others? Option

Why Incorrect

A . Workflow Rule

Deprecated, not scalable, cannot run before-save.

B . Custom Setting

Storage mechanism, not automation logic.

C . QCP

Only affects Quote stage, not Order Products or Consumption Schedules AFTER order creation.

Thus **D is the correct, scalable, and recommended pattern.

NEW QUESTION # 96

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers.

What should be included in the design of this solution?

- **A. Contracts, Subscriptions and Assets should be populated with historical data.**
- B. Use a summary variable targeting the subscription object with a Price Rule.
- **C. Discount schedules with Cross Orders checked. (Choose 2 options)**
- D. Legacy Orders and invoices should be migrated.
- E. Custom Action to retrieve Purchased quantities from an external source

Answer: A,C

Explanation:

The requirement:

"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.

To support this:

✓ B - Contracts, Subscriptions and Assets should be populated with historical data CPQ reads existing Subscriptions/Assets to determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✓ E - Discount schedules with Cross Orders checked Salesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUE This allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

NEW QUESTION # 97

Which 3 Customer Teams Should be invited to participate in scoping revenue cloud project?

- A. Technology
- B. Customer Service
- C. Information
- D. Accounting and finance
- E. Human Resource
- F. Sales operations

Answer: A,C,F

Explanation:

The three customer teams that must be involved in Revenue Cloud scoping are:

- ✓ A - Information (Product / Pricing owners) They define product catalog rules, pricing models, and offerings.
- ✓ B - Technology (IT/Architecture) Ensures integration, data migration, security, and platform alignment.
- ✓ C - Sales Operations Owns quoting flows, approvals, discounting, sales motions, and user experience.

These teams define core CPQ processes.

Why others aren't required at scoping: Team

Why Not Required

D - Accounting/Finance

Essential for Billing scoping, but not required for CPQ-only scoping unless Billing is in scope.

E - Customer Service

Usually relevant for Service Cloud and CALM, not initial CPQ scoping.

F - Human Resources

Irrelevant to CPQ and Billing.

Thus A, B, C is correct.

NEW QUESTION # 98

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

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

Answer: C

Explanation:

INVEST criteria is a standard Agile user story quality framework.

Correct breakdown:

I - Independent

N - Negotiable

V - Valuable

E - Estimable

S - Small

T - Testable

Thus D is the correct choice.

NEW QUESTION # 99

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

