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Although at this moment, the pass rate of our Salesforce AP-223 exam braindumps can be said to be the best compared with that of other exam tests, our experts all are never satisfied with the current results because they know the truth that only through steady progress can our CPQ and Billing Consultant Accredited Professional AP-223 Preparation materials win a place in the field of exam question making forever.

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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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q62-Q67):

NEW QUESTION # 62

A Revenue Cloud Project has a requirement where a Product can be either taxable or tax exempt depending on a custom field that holds the industry.

what is the appropriate solution to address this Requirement?

- A. Use Automation to set Tax Rule Based on the value of the custom field.
- B. Use Automation to set Billing Rule Based on the value of the custom field.
- C. Use Automation to set Tax Treatment Based on the value of the custom field.
- D. Use Automation to set Revenue Recognition Rule Based on the value of the custom field.

Answer: A

Explanation:

Requirement:

Product may be taxable or tax-exempt depending on a custom field (Industry).

In Salesforce Billing:

Tax rules determine whether a product line is taxable or exempt.

Tax rules can be driven by custom logic using:

Custom fields

Flow

Apex

Determination scripts

Therefore:

✓ C. Use automation to set the Tax Rule based on the custom field. Why not the others? Option Why Incorrect A . Tax Treatment Outputs tax result, but the rule determining taxability is the Tax Rule, not Tax Treatment.

B . Billing Rule

Controls invoice schedule, NOT taxability.

D . Revenue Recognition Rule

Controls revenue, not tax.

Thus C is the only valid solution.

NEW QUESTION # 63

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget them determine the next course of action
- B. Implement the lookup price rules immediately then review with the solution Architect.
- C. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.
- E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.

Answer: A

Explanation:

For a large Enterprise Revenue Cloud (Salesforce CPQ + Billing) implementation, the key themes in all Salesforce delivery guidance and project best practices are:

Governance and change control

Design-first, then build

Raising scope-impacting changes through the Project Manager

Architect accountability for solution integrity, PM accountability for scope/timeline/budget Let's walk through why C is correct and why the other options conflict with typical Salesforce CPQ/Billing implementation best practices.

1. Context of the Scenario You are in the Build phase and:

You already have a design with:

Multiple Lookup Price Rules implementing complex pricing.

New information emerges:

Additional pricing logic

External data stores that must be incorporated

Need to modify existing lookup rules

Need to create additional rules

Need API development (integration work)

This is not a cosmetic tweak; it is:

Scope-impacting (new integration/API work, new logic)

Design-impacting (pricing architecture changes)

Potentially timeline and budget impacting

Therefore, this triggers formal change control.

2. Why Option C is Correct C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action This aligns with standard Salesforce implementation and project governance principles:

Any change that affects scope, complexity, or integration must be raised to the Project Manager (PM) Project Manager is responsible for:

Scope management

Timeline & milestones

Budget & resourcing

Managing change requests and stakeholder approvals

The PM will:

Evaluate impact with:

Solution Architect (for technical/design impact)

Tech leads / Dev leads (for effort estimation)

Decide:

Whether a Change Request (CR) is needed

How to re-prioritize sprints, adjust backlog

Whether additional budget / time is required

How to communicate to customer stakeholders

This preserves:

Design integrity (Architect still evaluated the solution)

Project discipline (PM governs scope/timeline/budget)

Traceability and documentation (updated design docs, backlog, CRs)

This is exactly how a large enterprise Revenue Cloud (CPQ + Billing) program is expected to run.

3. Why the Other Options Are Not Appropriate A. "Adjust as long as we're in build phase" A. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Problems:

Implies uncontrolled scope creep:

"As long as we're in build, we can just keep adjusting."

No mention of:

Impact to scope, timeline, budget

Formal change control

Involvement of PM or Architect

In a complex CPQ/Billing implementation, this would:

Break governance

Risk missed deadlines and budget overruns

Create misaligned expectations with the customer

So A contradicts standard methodology and enterprise delivery practices.

B. "Implement then review with the Solution Architect" B. Implement the lookup price rules immediately then review with the solution Architect.

Problems:

Sequence is wrong:

You never build first and ask the Architect later on large-scale pricing and integration changes.

This can cause:

Misalignment with overall pricing architecture

Conflicts with other CPQ/Billing components (e.g., Amendments, Renewals, Billing logic) Rework if the Architect has a different approach Still no mention of PM or scope/timeline/budget impact.

This violates both design governance and project governance.

D. "Architect then immediate implementation (no PM)"D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

This is closer, but still incomplete:

Good:

You involve the Solution Architect.

You talk about updating design documents.

But:

No involvement of the Project Manager.

No consideration of:

Impact to scope

Impact to timeline

Impact to budget

For "large Enterprise Revenue Cloud" projects, Architect ≠ PM:

Architect owns technical solution integrity

PM owns project plan, change control, stakeholder approvals

So D ignores formal change management which is critical at enterprise scale.

E. "If low effort, just do it; else next sprint"E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise complete on the subsequent sprint.

Problems:

Consultant is unilaterally deciding based on "low effort":

No PM.

No formal scope/time/budget impact evaluation.

This might be okay for minor cosmetic or non-functional changes in a small project, but:

Here we have:

Complex pricing

Multiple lookup price rules

External data store integrations

API development

This is never "just low effort".

For a large enterprise Revenue Cloud implementation:

This bypasses governance, change control, and approvals.

So E promotes ad hoc scope changes, which is against standard practice.

4. How This Ties Back to Salesforce CPQ & Billing Best PracticesIn Salesforce CPQ and Billing implementations, especially when dealing with complex pricing logic and external integrations:

Complex Pricing (Lookup Price Rules):

Changes can affect:

Quote calculation performance

Sequential dependencies with Price Rules, Discount Schedules, QCP, Billing logic May cause downstream issues in:

Orders, Invoices, Revenue Schedules, Amendments, Renewals

External Data Stores & API Development:

Introduces:

New integration patterns

Error handling, retries, timeouts

Security and governance requirements

Impacts:

Technical design

Test strategy (SIT, UAT, performance testing)

Possibly non-functional requirements

Because of that, Salesforce project documentation and implementation guidance emphasize:

Raising such changes via Project Manager

Having the Solution Architect assess and update:

Solution design

Integration architecture

Managing it formally as a change request if it affects:

Scope

Timeline

Budget

This is exactly what Option C describes at the right level of responsibility.

NEW QUESTION # 64

What fields are required on the usage record to load and rate the usage?

- A. Unit of measure, quantity
- B. start date time, end date time, matching attribute, unit of measure, quantity, usage summary
- C. Account, order product, usage summary start date time, end date time, quantity start date time, end date time, matching ID, matching Attribute,
- D. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account

Answer: D

Explanation:

To correctly load and rate Usage in Salesforce Billing, a Usage Record must contain the minimum required fields that allow the Billing Engine to:

Identify which subscription/order product the usage belongs to

Determine the billing period

Retrieve the correct rating method (per unit, tiered, etc.)

Apply account-level and billing-level context

Roll up usage into a Usage Summary for invoicing

Salesforce Billing documentation specifies that the following fields are required for rating:

Required Fields for Usage RatingField

Why it is required

Order Product (SBQQB__OrderProduct__c)

Links usage to the billable product and its pricing model

Start Date/Time

Used to determine billing period & usage summary matching

(End Date/Time)

Optional, depending on rating model

Quantity

Required for rating calculation

Unit of Measure

Required to match usage with the product's usage rate

Usage Summary Lookup (optional but required for import batching)

Groups usage records for processing

Account

Required for Billing Context

Option B is the only choice that correctly includes:

Order Product (mandatory for rating)

Start Date/Time

Quantity

Unit of Measure

Usage Summary Lookup

Account

This matches Salesforce Billing's usage rating prerequisites.

✓ Why other options are incorrect:A - Missing Order Product IDUsage cannot be rated without knowing which subscription/order product it belongs to.

So A is invalid.

"Matching ID" and "Matching Attribute" are not standard required fields for usage rating.

Overly broad and mixes irrelevant fields.

C - Includes fields that Salesforce does not require

D - Only includes UOM + QuantityInsufficient. Missing the essential contextual fields (Order Product, Date/Time, Account).

✓ Final Confirmed AnswerB. lookup start date time, order product ID, unit of measure, quantity, usage summary lookup, account

NEW QUESTION # 65

Which 3 objects are updated when posting an invoice?

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

Answer: A,D,E

NEW QUESTION # 66

During user acceptance testing (UAT) a tester submits an incident because the invoice total did not match the expected results. Which 3 types of information should be included in the description of the incident and a quick resolution?

- A. quote number order number or invoice number
- B. expected resolution date
- C. steps to replace issue
- D. Expected results
- E. description of new requirements that will help fix the issue

Answer: A,C,D

Explanation:

During UAT, any incident related to invoice totals must include information that allows the consultant or tester to reproduce and diagnose the issue quickly.

✓ B - Quote number, Order number, or Invoice number These IDs allow the consultant to immediately:

Locate the exact transaction

Review invoice lines, tax, proration, billing rules

Check data mapping and calculation sequence

This is essential for any Revenue Cloud troubleshooting scenario.

✓ D - Steps to replicate the issue Without reproducible steps, diagnosis is almost impossible.

UAT defect triage requires:

Exact user actions

Fields populated

Sequence of operations (e.g., "Bill Now", "Invoice Run", etc.)

This is a Salesforce UAT best practice.

✓ E - Expected results Crucial for determining:

Whether the system is incorrect

Whether requirements were misunderstood

Whether recalculation logic (tax, proration, discounts) was expected to behave differently Why Other Options Are Incorrect Option

Why Wrong A - Description of new requirements UAT incidents are not for new requirements; they are for defects.

C - Expected resolution date

Not part of incident description; it's part of project management, not defect logging.

Final answer: B, D, E

NEW QUESTION # 67

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