

# New AP-223 Exam Papers | Advanced AP-223 Testing Engine

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- b) State Pascal's Law. पास्कलको नियम लेख्नुहोस् ।
- c) What is called the chemical substance which alters the rate of chemical reaction?  
रासायनिक अभिक्रियाको दर परिवर्तन गर्ने रासायनिक पदार्थलाई के भनिन्छ ?
- d) Which of the specific method is used to remove if either ore or the impurities are hydrophilic and other being hydrophobic?  
यदि कुनै धातु वा अशुद्धता हाइड्रोफिलिक र हाइड्रोफोबिक छन् भने, कुन विशेष विधिद्वारा हटाउन सकिन्छ ?
- e) Rasmika has a problem of dry skin in her hands, feet and face. Which compound can be used to solve her problem? Write the IUPAC name of that compound.  
रस्मिकालाई हात, खुट्टा र अनुहारमा सुख्खा छालाको समस्या छ । उसको समस्या समाधान गर्न कुन यौगिक प्रयोग गर्न सकिन्छ ? उक्त यौगिकको IUPAC नाम लेख्नुहोस् ।
- f) Write the name of any two natural materials used in cleansing.  
सफा गर्न प्रयोग गरिने कुनै दुईवटा प्राकृतिक पदार्थका नाम लेख्नुहोस् ।
- g) A teenage girl who has lost her mental balance became the victim of rape and gave birth to a child. How can the father of the child be detected?  
मानसिक सन्तुलन गुमाएकी एक किशोरी बलात्कारको शिकार भई बच्चा जन्माउँछे । त्यस बच्चाको बाबु कसरी पत्ता लगाउन सकिन्छ ? लेख्नुहोस् ।
- h) What is the name of special scented substance produced from the body of queen bee?  
रानी मौरिको शरीरबाट निस्कने विशेष सुगन्धित पदार्थलाई के भनिन्छ ? नाम लेख्नुहोस् ।
- i) If 600 J of heat is added to 20gram of water, what is the rise in temperature? (Sp Heat Capacity of water = 4200J/kg°C).  
20 ग्राम पानीमा 600 J जुल ताप शक्ति थप्दा तापक्रममा कति वृद्धि हुन्छ ?  
(पानीको विशिष्ट तापधारण शक्ति = 4200J/kg°C )

## Section C

Write short answer to the following questions: [14×2=28]

- तलका प्रश्नहरूको छोटो उत्तर लेख्नुहोस् ।
3. Prove that the unit of electric resistance 'ohm' ( $\Omega$ ) =  $\text{Kg m}^2 \text{s}^{-3} \text{A}^{-2}$ .  
विद्युत प्रतिरोधको एकाइ 'ओहम' ( $\Omega$ ) =  $\text{kg m}^2 \text{s}^{-3} \text{A}^{-2}$  हो भनी प्रमाणित गर्नुहोस् ।
4. Write any two important characteristics of plants under gymnosperm.  
जिम्नोस्पर्म (Gymnosperm) अन्तर्गत पर्ने बिरुवाहरूका कुनै दुई महत्त्वपूर्ण विशेषताहरू लेख्नुहोस् ।
5. Give any two differences between worker bee and queen bee.  
कामदार मौरि र रानी मौरिबीचका कुनै दुई भिन्नताहरू लेख्नुहोस् ।

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### Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q72-Q77):

#### NEW QUESTION # 72

Choose 3 options.

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- B. To get agreement on the roles and responsibilities of the implementation team and customer
- C. To ensure the implementation team is aligned with the customer on assigned work
- D. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- E. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution

**Answer: B,C,D**

Explanation:

A governance structure is essential in every Revenue Cloud implementation.

It ensures:

- ✓ C - Clarity on roles & responsibilities Avoids confusion, ensures accountability.
- ✓ D - A communication plan between implementation team & customer Critical for issue management, design reviews, sprint planning.
- ✓ E - Alignment on assigned work Ensures no duplication, no missed tasks, and smooth execution.

Why A and B are incorrect: Option

Reason

A

Governance does not mean the team works independently.

B

Governance does not assign extra work to the customer.

Thus C, D, E is correct.

#### NEW QUESTION # 73

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

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

**Answer: D**

Explanation:

Setting Legal Entity on:

Order Product

Order Product Consumption Schedule

Must be scalable, bulk-safe, and future-proof.

The most performant and Salesforce-recommended approach is:  
No additional DML required  
Runs before insert and update  
Bulk-safe  
Better performance than Workflow or Process Builder  
No need to use QCP, which only affects Quotes-not Orders or Schedules  
✓ Before-Save Flow (Record-Triggered Flow) Thus D is correct.

#### NEW QUESTION # 74

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?

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

**Answer: A**

#### NEW QUESTION # 75

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.

what should the admin do to resolve this issue?

- A. Enable large configurations setting should not be used in such a case.
- B. All bundles that have more than 20 product should be split into smaller bundles
- C. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field
- D. Recommend CPQ and billing design solutions within proper capabilities

**Answer: C**

#### NEW QUESTION # 76

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is Accounted for in Scoping?

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

**Answer: C**

Explanation:

The customer asks for customization because of a legacy system process.

Salesforce methodology says:

First validate whether the requirement is truly necessary in Salesforce or whether the legacy process should be transformed.

Therefore, the first step is:

✓ A - Ask follow-up questions to ensure the legacy process has business justification You must determine:

Why the process exists today

Whether it is needed in the new system

Whether CPQ or Billing already support the requirement natively

Whether it introduces unnecessary technical debt

Only after justification should you:

Consider customization

Estimate hours

Add developers or change orders

Thus, A is the correct first step.

## NEW QUESTION # 77

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