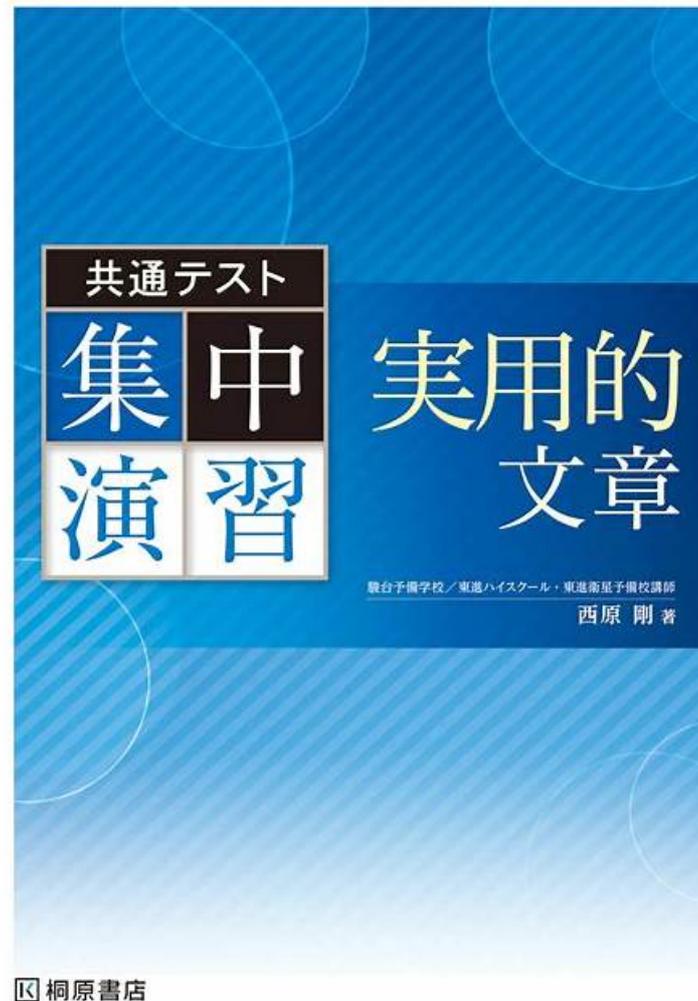


# 実用的なAP-223最新関連参考書 &合格スムーズAP-223模擬試験 |効果的なAP-223問題集CPQ and Billing Consultant Accredited Professional



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>> AP-223最新関連参考書 <<

## AP-223模擬試験、AP-223問題集

SalesforceのAP-223の認定試験証明書を取りたいなら、Xhs1991が貴方達を提供した資料をかったら、お得です。Xhs1991はもっばら認定試験に参加するIT業界の専門の人士になりたい方のために模擬試験の練習問題と解答を提供した評判の高いサイトでございます。

## Salesforce CPQ and Billing Consultant Accredited Professional 認定 AP-223 試験問題 (Q91-Q96):

### 質問 #91

A user story for a Revenue Cloud implementation states, "As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month." What implementation option should a Revenue Cloud consultant pursue first?

- A. Set up an invoice scheduler
- B. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- C. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- **D. Set up a Payment Scheduler**

正解: D

### 質問 #92

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. Enter the credit card details into a new payment Method record Click the Tokenize button
- D. From the Payment credit cards related list, click the new credit card button.

正解: A

解説:

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

Correct documented method From 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

Why Incorrect

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Outdated UI/legacy workflow; new UI and gateways tokenize automatically.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

### 質問 #93

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

正解: C

#### 質問 # 94

A Company that sells hardware and software has a project Requirement to migrate legacy Install base into salesforce CPQ along with the contract. Which objects will need to be populated for this effort?

- A. Subscriptions
- B. Assets
- C. Order
- D. Quote
- E. Order Product

正解: A、 B

#### 質問 # 95

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 then determine the next course of action
- B. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- C. 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.
- D. Implement the lookup price rules immediately then review with the solution Architect.
- E. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

正解: A

解説:

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 Practices In 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.

## 質問 # 96

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**AP-223模擬試験:** <https://www.xhs1991.com/AP-223.html>

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