

Salesforce AP-223 PDF - AP-223 Testantworten



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Salesforce AP-223 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Thema 2	• 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.
Thema 3	• 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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zuversichtliche Ausbildungsmaterialien zur Salesforce AP-223 Zertifizierungsprüfung schließlich finden. Sie werden Ihnen helfen, das schätzbare Salesforce AP-223 Prüfungszertifikat von zu erhalten.

Salesforce CPQ and Billing Consultant Accredited Professional AP-223 Prüfungsfragen mit Lösungen (Q93-Q98):

93. Frage

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Experience in a selling role with quota responsibilities
- **B. Being effective at planning, monitoring and reviewing**
- C. Having deep knowledge of competitor Products
- **D. Excellent Communication Skills both verbal and written**
- **E. Understanding design pitfalls and Mitigation actions to course correct.**

Antwort: B,D,E

Begründung:

A partner leading a Revenue Cloud Scoping session requires:

✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.

✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

✓ E - Understanding design pitfalls & mitigation Critical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases

Data migration problems

A good partner surfaces these risks early.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Knowledge of competitor products

Not relevant to scoping Salesforce Revenue Cloud.

D - Experience with quota-carrying sales roles

Helpful but not foundational to scoping complex CPQ + Billing architecture.

Final answer for Q49 = A, B, E

94. Frage

After installing Salesforce CPQ in your customer's sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub-optimal performance is attributed to 30 process builders referencing the Quote and Opportunity along with other heavy customization that was previously created.

What strategy should the Revenue Cloud consultant recommend to the customer.

- A. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability
- B. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT
- **C. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution**
- D. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues

Antwort: C

Begründung:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:
Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

✓ C - Baseline performance and fix technical debt first

Reasons:
CPQ depends heavily on synchronous calculations

Custom automations drastically increase sync time

Process Builder is deprecated; should be migrated to Flow

Poor performance must be cleaned before CPQ design

Why others are wrong

Option

Why Incorrect

A - Upgrade CPQ
Upgrading cannot fix org-level technical debt.

B - Mark issues out-of-scope

Avoiding technical debt leads to project failure.

D - Extend customization

Adding code on top of a broken process worsens performance.

Thus C is correct.

95. Frage

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- A. Solution Architect
- B. Customer Success Manager
- C. Developer
- D. Project Manager

Antwort: D

Begründung:

When a Revenue Cloud project is escalated, the Project Manager is the role accountable for:

Overall project success

Scope, timeline, budget

Risk management

Issue resolution

Stakeholder coordination

Salesforce implementation methodology is clear:

The Project Manager owns project outcomes.

Thus D is correct.

96. Frage

Which feature is needed to split Order Products into different Invoice runs?

- A. Order by Quote Line Group
- B. Invoice Batch
- C. Order by Group
- D. Invoice Group

Antwort: D

Begründung:

The question:

Which feature is needed to split Order Products into different Invoice Runs?

In Salesforce Billing, the feature that controls how order products are separated into different invoice runs is Invoice Group.

✓ Why Invoice Group is the correct answer

The Invoice Group field on:

Order Product

Order

Invoice

is used to:

Separate order products into different invoices within the same invoice run, or Ensure specific order products are invoiced in

different invoice runs entirely.

The Billing Engine evaluates Invoice Group when generating invoices:

Order Products with different Invoice Group values → will be generated on different invoices or different invoice runs, depending on the configuration.

This is the official Salesforce Billing mechanism for splitting invoice generation.

97. Frage

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

Antwort: B

Begründung:

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 $\neq$ 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.

98. Frage

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