

AP-223資格取得講座、AP-223最新対策問題



AP-223認定試験の準備をするために、Xhs1991の専門家たちは彼らの豊富な知識と実践を生かして特別なトレーニング資料を研究しました。Xhs1991のSalesforceのAP-223問題集はあなたが楽に試験に受かることを助けます。Xhs1991のSalesforceのAP-223練習テストはAP-223試験問題と解答、AP-223問題集、AP-223書籍やAP-223勉強ガイドに含まれています。

Salesforce AP-223 認定試験の出題範囲:

トピック	出題範囲
トピック 1	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.
トピック 2	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.
トピック 3	New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

>> AP-223資格取得講座 <<

AP-223最新対策問題 & AP-223復習資料

お客様はAP-223を購入した前に、我々のウェブサイトでAP-223問題集のサンプルを無料でダウンロードして自分の要求と一致するかどうか確認することができます。先行販売サービスは言うまでもなく、Xhs1991のアフターサービスはお客様の販売者への評価の基準だと思います。お客様の利益を保証するために、完全的なアフターサービスは必要となります。我々の提供するAP-223のアフターサービスは一年の無料更新と半年以内の失敗返金ということです。

Salesforce CPQ and Billing Consultant Accredited Professional 認定 AP-223 試験問題 (Q69-Q74):

質問 # 69

Which is the correct sequence of evaluation events for a Price Rule, QuoteCalculator Plugin (QCP) and CPQ Package Pricing Engine?

- A. Internal Initialization -> On Initialization -> Before Calculate -> Calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate -> Calculate Formulas
- B. On Initialization -> Before Calculate -> On Calculate -> After Calculate -> Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Waterfall Calculation

- C. Internal Initialization -> On Initialization -> Calculate Formulas -> Before Calculate -> calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate
- D. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Water fall Calculation ->On Initialization -> Before Calculate -> On Calculate -> After Calculate
- E. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> On Initialization ->Before Calculate -> On Calculate -> Price Waterfall Calculation -> After Calculate

正解: C

解説:

Correct CPQ Calculation Evaluation Order:

Internal Initialization

QCP - onInitialization()

Calculate Formulas (pre-calculation)

Price Rule - Before Calculate

Calculate Quantities

QCP - onCalculate()

Price Waterfall Calculation

QCP - AfterCalculate()

Option E is the only sequence that matches this.

質問 # 70

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- A. Electronic Signature
- B. Attachments
- C. Contract Redlining
- D. Invoice Generation
- E. Watermarks

正解: A、C、E

解説:

A Revenue Cloud project often requires enhanced document capabilities beyond native Salesforce CPQ or Billing.

✓ A - Contract RedliningRequires document collaboration, versioning, and clause-level redline-not native in CPQ.

AppExchange apps like Conga, Nintex, DocuSign CLM support this.

✓ B - WatermarksNot supported natively by CPQ Quote Templates or Billing invoice templates.

Requires 3rd-party document generation.

✓ D - Electronic SignatureSalesforce does not provide native eSignature.

Common tools: DocuSign, Adobe Sign.

Why the wrong answers are incorrect:Option

Why Incorrect

C - Invoice Generation

Salesforce Billing does generate invoices natively.

E - Attachments

Salesforce Files/Attachments are natively supported; no AppExchange needed.

質問 # 71

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 the update.

正解: A、C

解説:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff dates This tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instance This determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrect Option

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

質問 # 72

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

正解: B

解説:

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.

質問 # 73

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

正解: A

質問 # 74

模擬試験の準備をしている場合、当社のAP-223テスト模擬ファイルが最良の選択であることを確認できます。当社よりも優れた教材を見つけることはできません。AP-223準備資料には多くの利点があります。AP-223トレーニングガイドのデモを無料でダウンロードして、AP-223準備ガイドの特別な機能を詳しく知ることができます。また、AP-223試験準備の品質もわかります。AP-223試験問題を気に入っていただけることを願っています。

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