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Salesforce AP-223 考試大綱：

主題	簡介
主題 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
主題 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.
主題 3	• 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.

>> 新版AP-223題庫上線 <<

最新的新版AP-223題庫上線 |第一次嘗試輕鬆學習並通過考試和全面覆蓋的AP-223: CPQ and Billing Consultant Accredited Professional

Testpdf為每個需要通過Salesforce的AP-223考試認證的考生提供了一個明確和卓越的解決方案，我們為你提供Salesforce的AP-223考試詳細的問題及答案，我們團隊的IT專家是最有經驗和資格的，我們的考試測試題及答案幾乎和真實得考試一樣，做到這樣的確很了不起，更重要的是我們Testpdf網站在全球範圍內執行這項考試培訓通過率最大。

最新的 Revenue Cloud Consultant AP-223 免費考試真題 (Q33-Q38):

問題 #33

which three are key steps when documenting user stories?

- A. Know which business process the requirement supports to categorize the user story

- B. Document user acceptance test scripts for the user story.
- C. Identify the actor or personas in this user story
- D. Identify the acceptance criteria or result for satisfying the user story.
- E. Design the solution while the business process is being defined

答案: A,C,D

解題說明:

Salesforce user story best practices include:

A - Know the business process the story supports

B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:

C Designing the solution before the business process is finalized violates Salesforce implementation methodology.

D Writing test scripts is UAT preparation, not part of writing user stories.

問題 #34

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user share getting the 'attempt to de-reference a null object' error when amending the legacy contract. what is the most likely cause for the error?

- A. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- B. Legacy subscription data are missing a lookup to a source quote line record
- C. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

答案: C

解題說明:

When Salesforce CPQ attempts to amend a contract, it relies on a very specific set of fields on:

Contract

Subscription

Asset (for asset-based models)

Quote Line (for amendment and renewal linkage)

If mandatory amendment fields are missing, CPQ's amendment engine will throw errors - most commonly:

"Attempt to de-reference a null object"

This happens because CPQ expects certain relationships and data points that do not exist in legacy-migrated records unless populated correctly.

✓ Why C is the correct answer When migrating historical Contracts and Subscriptions, CPQ requires certain fields to be populated, such as:

Account

StartDate

EndDate

Contract Number

Pricebook2Id

Contracted = TRUE

ContractId

Product2Id

Quantity

StartDate

EndDate

ListPrice

SalesPrice

SubscriptionType

Status = Active

TermStartDate

TermEndDate

Most importantly:

OriginalContractedListPrice

OriginalContractedSalesPrice

OriginalQuantity

OrderProductId (for order-based renewals)

AssetId (required depending on renewal model)

Contract Required Fields Subscription Required Fields If any of these fields are missing or incorrectly mapped, the amendment engine fails.

CPQ amendment logic does not require a source quote line for legacy migrations, nor does it block amendments on migrated data if all required fields are present.

Thus C is the only answer consistent with CPQ documented behavior.

□ Why the other answers are wrong
A. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ Incorrect.
Salesforce CPQ fully supports amendment of migrated contracts/subscriptions as long as the required data is populated.

B. Amendment requires asset-based renewal method Incorrect.

Legacy migrations can use either:

Contract-Based Renewal, or

Asset-Based Renewal

There is no requirement to switch to asset-based renewal.

D. Legacy data missing lookup to source quote line Incorrect.

A lookup to the original Quote Line (SBQQ__QuoteLine__c) is not required for amendments.

It is only needed to support:

Contracted pricing logic reuse

Certain renewal pricing behaviors

Some reporting use cases

Missing this field does not block amendments and does not cause this error.

問題 #35

Universal Containers wants to design a multi-leveled approval matrix to have more control on sales reps applying discounts on quotes.

Which three considerations should UC Keep in mind when designing their Solution?

- A. Identify backup approvers in case the primary approver is out of the office.
- B. Define the discount threshold or limit allowed for the sales reps
- C. Print out the approval matrix into cards that the sales reps can carry around.
- D. Document the discount approval levels for each approver.
- E. Give sales reps flexibility to apply any discount.

答案: A,B,D

解題說明:

For multi-level discount approvals in CPQ:

A - Identify backup approvers: Required because Salesforce Approval Processes must account for out-of-office or unavailable approvers.

D - Define discount thresholds for sales reps: Mandatory so the system knows when to trigger approvals.

E - Document approval levels: Ensures clear governance and reduces ambiguity.

Incorrect options:

B printing approval matrices is not a Salesforce implementation requirement.

C contradicts the purpose of approval controls.

Thus the correct answers are A, D, E.

問題 #36

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. Submit a ticket to support when you want your sandbox Updated.
- B. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.
- C. Review status.salesforce.com to determine refresh cutoff for the new release
- D. Determine whether your sandbox is on a preview or non preview instance.

答案: C,D

解題說明:

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

問題 #37

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Price Rule with lookup table
- B. Multi Dimensional Quoting
- C. Discount Schedule
- D. Percent of total

答案: A

解題說明:

This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height. These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✓ Why Price Rule with Lookup Table is the correct answer Salesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities: Typical CPQ design for dimensional pricing: This is exactly the pattern Salesforce recommends for multi-attribute pricing.

□ Why the other options are incorrect A. Percent of Total Used for:

Support fees

Add-on fees based on parent products Not for dimensional pricing.

