

AP-223 New Dumps Sheet - 100% Pass 2026 First-grade Salesforce Visual AP-223 Cert Test



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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.
Topic 3	<ul style="list-style-type: none">New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.

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The Salesforce AP-223 certification exam is most useful for candidates who are from the working class, but students who are still in school can also use Salesforce AP-223 dumps in place of searching for other exam-related literature. In order to put it simply, we can state that the Salesforce AP-223 Practice Questions are the only thing that can save you from failing the challenging AP-223 certification exam.

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

NEW QUESTION # 72

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

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

Answer: B,D,E

Explanation:

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

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

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

✓ B - Watermarks Not supported natively by CPQ Quote Templates or Billing invoice templates.

Requires 3rd-party document generation.

✓ D - Electronic Signature Salesforce 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.

NEW QUESTION # 73

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

Answer: A

NEW QUESTION # 74

What three key considerations for legacy data migration will expand the project scope of a Revenue Cloud implementation?

Choose 3 answers

- **A. Fragmented and incomplete information will need to be aggregated and validated, otherwise the solution will yield unexpected results**
- B. The creation of external objects will bypass the need for legacy data migration
- C. The Amendments and Renewals process will be subject to customizations
- **D. Extracting from multiple sources takes additional resources and time to access and process**
- **E. Large volumes of data take a longer time to load.**

Answer: A,D,E

NEW QUESTION # 75

what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- **A. Train UAT testers on the new functionality**
- **B. Finalize test plans before the build Phase completes**
- **C. Define and agree on acceptance criteria with customer**
- D. Execute all tests on behalf of the customer
- E. Issue change orders for all incidents that arise during testing

Answer: A,B,C

Explanation:

Efficient UAT in Revenue Cloud requires:

- ✓ B - Define acceptance criteria with the customer Ensures clarity on what "pass" means.
- ✓ D - Train UAT testers on the new functionality UAT fails quickly if testers don't know how to use CPQ/Billing.
- ✓ E - Finalize test plans before the build is completed Ensures UAT is ready and structured once the sandbox is available.

Incorrect options:

A: Consultants should NOT execute tests on behalf of customers.

C: Not all issues in UAT require change orders; many are defects to be corrected.

NEW QUESTION # 76

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports.

Annual revenue is currently captured in the field ARR_c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create ARR_c on the opportunity Line item object, and create a flow to copy the value from ARR_c on SBQQ Quote Line c.
- **B. Create ARR_c on the opportunity Line item object, Matching the field configuration of ARR_c on SBQQ Quote Line c.**
- C. Create ARR_c on the opportunity Line item object, and create a price rule to copy the value from ARR_c on SBQQ Quote Line c on opportunity Product.
- D. Create a cross object formula field on the opportunity line item to reference ARR_c data SBQQ Quote Line c.

Answer: B

Explanation:

Universal Containers wants:

ARR__c on Opportunity Line Item (Opportunity Product)

But ARR is currently on SBQQ__QuoteLine__c

They want ARR captured in pipeline reports without adding automation.

Salesforce CPQ Behavior: During Quote → Opportunity sync, CPQ automatically maps fields only if:

The same API name exists on both objects

The field types match

The field-level security is correct

If these conditions are met, CPQ automatically handles field synchronization.

Therefore:

- ✓ C. Create ARR__c on Opportunity Line Item with matching field configuration This leverages native CPQ field mapping, requires zero automation, and is the recommended Salesforce approach.

Why the other options are incorrect: Option

Why Incorrect

A . Price Rule to copy value

Price rules do not run on Opportunity Products; rules run only on Quote Line Editor.

B . Flow

Extra overhead and maintenance-unnecessary when CPQ already supports native field sync.

D . Cross-object formula

Opportunity Line Item cannot reference Quote Line fields (different object trees). Salesforce prevents this.

Thus, C is the only correct and efficient solution.

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