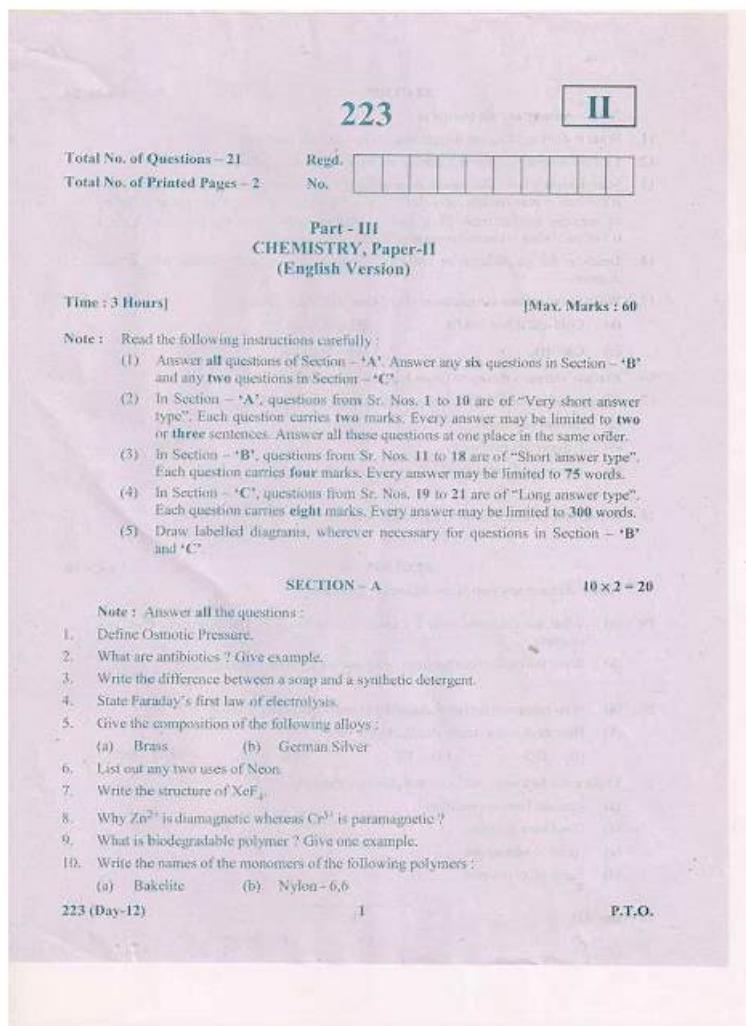


# AP-223学習教材 & AP-223前提条件



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## 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	<ul style="list-style-type: none"><li>• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.</li></ul>
トピック 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
トピック 3	<ul style="list-style-type: none"><li>• 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.</li></ul>

## 試験の準備方法-有難いAP-223学習教材試験-ハイパスレートのAP-223前提条件

学ぶことは遅すぎることはありません。あなたは引き続き勉強したい場合、AP-223認定試験資格証明書を取得する機会があります。そのほかに、多くの人がAP-223認定試験に合格しました後、成功し、幸せになりました。給料が高い仕事を見つけたからです。あなたは決してこの有難い機会をあきらめないで、早くAP-223学習材料を買いましょう！

### Salesforce CPQ and Billing Consultant Accredited Professional 認定 AP-223 試験問題 (Q77-Q82):

#### 質問 # 77

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

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

正解: A

解説:

When an escalation occurs on a Revenue Cloud implementation, the question is:

Who is ultimately responsible for the success of the project?

While many roles contribute, the Project Manager (PM) is the one accountable for:

Scope

Budget

Timeline

Risk & issue management

Cross-team coordination

Customer communication

Driving escalations and resolutions

Salesforce project methodology is clear:

The Project Manager owns overall project success.

Why the other roles are not the primary accountable party:Role

Why Not Responsible for Overall Success

Technical Architect

Owns technical integrity, not project success.

Solution Architect

Owns functional solution design, not delivery metrics.

Developer

Executes tasks, not responsible for project outcome.

Customer Success Manager

Supports customer relationship but not delivery execution.

Thus, the correct answer is:

✓ B - Project Manager

#### 質問 # 78

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.

what should the admin do to resolve this issue?

- A. Recommend CPQ and billing design solutions within proper capabilities
- B. Enable large configurations setting should not be used in such a case.

- C. All bundles that have more than 20 product should be split into smaller bundles
- D. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field

正解: D

#### 質問 # 79

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

Choose 3 answers

- A. To ensure the implementation team is aligned with the customer on assigned work
- B. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- C. To get agreement on the roles and responsibilities of the implementation team and customer
- D. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- E. To establish a communication plan between the implementation team, the customer and the work is coordinated between them

正解: A、C、E

解説:

A solid governance structure is a required component of every Salesforce Revenue Cloud implementation (CPQ + Billing).

Salesforce's project methodology stresses governance for:

Clear roles and responsibilities

Alignment across business and technical teams

Controlled communication flows

Coordinated delivery

Risk and issue management

Change control

Let's evaluate each option:

A. To get agreement on the roles and responsibilities of the implementation team and customer This is one of the core purposes of governance.

The RACI structure (Responsible, Accountable, Consulted, Informed) is part of governance setup and ensures:

No duplication of work

No gaps in ownership

Clear escalation paths

✓ This is correct.

C. To ensure the implementation team can work independently with little customer input This is the opposite of governance.

Revenue Cloud projects require constant alignment with the customer across:

Catalog structure

Pricing rules

Billing cycles

Renewals

Integration design

Customer involvement is essential.

✗ Not a valid reason.

E. To assign more work to the customer Governance is not a method to increase customer workload.

It ensures collaboration, not burden shifting.

✗ Incorrect.

B. To establish a communication plan between teams and coordinate the work Governance defines how:

PMs communicate

Status reports occur

Risks/issues are escalated

Decisions are documented

This is a fundamental governance objective.

✓ Correct.

D. To ensure the implementation team is aligned with the customer on assigned work Exactly.

Governance guarantees alignment on:

Scope

Requirements

Sprint commitments

Priorities

Change requests

✓ Correct.

✓ Final Verified Answer A, B, D

### 質問 #80

Universal containers has 3 product families-hardware, software and services. their sales reps want to be able to view the net totals of various product families at the quote level.in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record .from a performance standpoint, which of the following is true?

- A. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- B. the current solution with 3 separate price rules is the most optimal solution
- C. it would be better to use a single price rule with 3 price actions
- D. it would be better to create separate quotes for each of the product families

正解: A

解説:

The requirement:

Sales reps want to view net totals per product family at the quote level.

The admin created 3 price rules with summary variables → each rule sums net totals for a product family and writes to a quote field. However, while this works, it is NOT optimal for performance.

Salesforce CPQ documentation clearly identifies Summary Variables + Price Rules as one of the most CPU-intensive parts of the Quote Calculator, especially when multiple rules are evaluated on large quotes.

✓ Why C is the correct answer Using Quote Line Groups provides built-in auto-summary fields, including:

Group Total

Group Discount

Group Net Total

Group List Total

etc.

And importantly:

CPQ allows summary rollups from groups to quote-level fields automatically without running price rules.

Zero price rule executions → lower CPU usage

Faster calculation because summary variables do not have to iterate across all quote lines Native functionality is always more performant than custom rules Cleaner design: assign each product family to its own Quote Line Group Benefits: This matches Salesforce CPQ's recommended best practice:

Use Quote Line Groups for logical grouping and auto-summaries instead of summary-variable-based price rules whenever possible.

### 質問 #81

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Use a Record Change Flow to trigger on the Quote Line.
- B. Set Pricing Method to Custom
- C. A Quote Calculator plugin (QCP)
- D. Use an Apex Trigger on the Quote Line

正解: C

### 質問 #82

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レーニングガイドを安心してお選びいただけます。

AP-223前提条件: <https://jp.fast2test.com/AP-223-premium-file.html>