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- > Vendor: Cisco
- > Exam Code: 350-501
- > Exam Name: Implementing and Operating Cisco Service Provider Network Core Technologies (SPCOR)
- > Part of New Questions from [PassLeader](#) (Updated in [Mar/2023](#))

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NEW QUESTION 387

An engineer is configuring IEEE 802.1ad on the access port on a new Cisco router. The access port handles traffic from multiple customer VLANs, and it is expected to mark all customer traffic to the same VLAN without dropping any traffic. Which configuration must the engineer apply?

- A. interface gigabitEthernet0/0/1 ethernet dot1ad uni s-port
- B. interface gigabitEthernet0/0/1 ethernet dot1ad uni c-port
- C. interface gigabitEthernet0/0/1 ethernet dot1ad uni nni
- D. interface gigabitEthernet0/0/1 encapsulation dot1q 10

Answer: A

NEW QUESTION 388

While an engineer deploys a new Cisco device to redistribute routes from OSPF to BGP, they notice that not all OSPF routes are getting advertised into BGP. Which action must the engineer perform so that the device allows O, OIA, OE1, and OE2 OSPF routes into other protocols?

- A. Configure the device to pass only O and E2 routes through it.
- B. Configure the synchronization keyword in the global BGP configuration.
- C. Configure the keyword nssa in the redistribution entry.
- D. Configure the keywords internal and external in the redistribution entry.

Answer: D

NEW QUESTION 389

A company is expanding its existing office space to a new floor of the building, and the networking team is installing a new set of switches. The new switches are running IGMPv2, and the engineers configured them for VLAN10 only. The rest of the existing network includes numerous Layer 2 switches in multiple other VLANs, all running IGMPv3. Which additional task must the team perform when deploying the new switches so that traffic is switched correctly through the entire network?

- A. Configure the new switches to use IGMPv3 on all VLANs on the network.
- B. Configure all switches on the network to support IGMPv2 and IGMPv3 on all VLANs on the network.
- C. Configure the new switches to use IGMPv3 on VLAN10 only.

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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.

- **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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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q100-Q105):

NEW QUESTION # 100

Which three objects are updated when posting an invoice?

- A. Quote Line
- **B. Order Products**
- C. Quote
- **D. Invoice**
- **E. Invoice Line**

Answer: B,D,E

NEW QUESTION # 101

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

Answer: B,C,D

Explanation:

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.

NEW QUESTION # 102

Universal Containers is beginning the process of SKU rationalization as part of their Revenue Cloud project. They have been advised that rationalizing their product catalog will reduce complexity and increase flexibility. Which three areas can they look to consolidate products?

- A. Same product names with different bulk discount levels
- B. Same product names with different attribute values
- C. Same product names with different Term length
- D. Same products with different serial numbers
- E. Same product names commonly found in the same bundle

Answer: A,B,E

Explanation:

SKU rationalization reduces catalog complexity and improves CPQ performance by merging duplicate or similar products.

✓ A - Same product names with different attribute values Use Product Options, Attributes, or Configuration Attributes instead of separate SKUs.

✓ C - Same product names with different bulk discount levels Use Discount Schedules instead of duplicating products.

✓ E - Same product names commonly found in the same bundle Use one product with options/rules, rather than multiple redundant SKUs.

Why others are incorrect: Option

Why Wrong

B - Same products with different serial numbers

Serial numbers belong on Assets, not separate products.

D - Same names with different terms

Use Subscription Term or Term picklist, not separate SKUs.

Thus A, C, E is correct.

NEW QUESTION # 103

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute 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
- B. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'. processed with design and build, and address performance issues as the final task in UAT
- C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- D. extending customization using coding best practices to improve scalability

Answer: B

NEW QUESTION # 104

A Revenue Cloud Consultant needs to add clauses to a Master Subscription Agreement (MSA) document template. The consultant already has the DocGen Designer and Clause Designer User permission sets assigned.

Which additional permission set assignment does the consultant need to begin building this document template?

- A. Microsoft 365 Word Designer
- B. OmniStudio Admin
- C. Obligation Assignee

Answer: A

NEW QUESTION # 105

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