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## Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 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>
Topic 2	<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>
Topic 3	<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>

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## Test AP-223 Dumps | Valid AP-223 Exam Notes

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## Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q39-Q44):

### NEW QUESTION # 39

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ .however ,sales user sure 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. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- B. Legacy subscription data are missing a lookup to a source quote line record
- C. Migrated contracts and subscriptions cannot be amended using salesforce CPQ
- D. Amendment of legacy contract and subscription data requires asset-based renewal method

**Answer: A**

Explanation:

Error:

"Attempt to de-reference a null object" while amending migrated contracts/subscriptions.

This is the classic CPQ issue when legacy contract/subscription data is missing required fields.

Subscription Start / End Dates

Quantity

Price fields

Billing Frequency

Term

Amendment-related fields (AmendmentStartDate, etc.)

Subscription Product

Related Order Product

Related Asset (if asset-based)

During amendment, CPQ expects:Missing or incorrectly populated fields cause CPQ code to attempt to reference null values → null pointer exception.

Thus:

✓ C. Required fields are missing or incorrectly populated

Why the other options are incorrect:Option

Why Incorrect

A . Migrated contracts cannot be amended

False. Salesforce explicitly supports amendments on migrated data if fields are populated correctly.

B . Asset-based renewal required

Not required-CPQ supports quote-based and asset-based renewal models.

D . Missing lookup to source Quote Line

Not required for legacy subscriptions; CPQ amendments work without source quote lines.

Thus C is the only valid root cause.

#### NEW QUESTION # 40

what are the 3 reasons why you would need an app exchange solution to support generating a document is support of a revenue cloud project?

- A. Contract Redlining
- B. Attachments
- C. watermarks
- D. electronic signature
- E. Invoice Generation

Answer: A,C,D

#### NEW QUESTION # 41

You are implementing the Design Document for a large Enterprise Revenue Cloud project having multiple lookup price rules supporting a complex pricing requirement in the Build phase. During construction the customer discovers additional logic and external data stores that need to be incorporated in order to achieve the correct pricing in a particular set of use cases. You estimate the lookup price rules will need to be modified, additional rules will need to be created and API development will be needed. As an Implementation consultant what is the appropriate course of action that should take in this predicament?

- A. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise Complete on the subsequent sprint.
- B. Implement the lookup price rules immediately then review with the solution Architect.
- C. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.
- D. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget them determine the next course of action
- E. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

Answer: D

Explanation:

For a large Enterprise Revenue Cloud (Salesforce CPQ + Billing) implementation, the key themes in all Salesforce delivery guidance and project best practices are:

Governance and change control

Design-first, then build

Raising scope-impacting changes through the Project Manager

Architect accountability for solution integrity, PM accountability for scope/timeline/budget Let's walk through why C is correct and why the other options conflict with typical Salesforce CPQ/Billing implementation best practices.

1. Context of the Scenario You are in the Build phase and:

You already have a design with:

Multiple Lookup Price Rules implementing complex pricing.

New information emerges:

Additional pricing logic

External data stores that must be incorporated

Need to modify existing lookup rules

Need to create additional rules

Need API development (integration work)

This is not a cosmetic tweak; it is:

Scope-impacting (new integration/API work, new logic)

Design-impacting (pricing architecture changes)

Potentially timeline and budget impacting

Therefore, this triggers formal change control.

2. Why Option C is Correct C. Communicate these changes to the project manager who will evaluate the impact to scope, timeline and budget then determine the next course of action This aligns with standard Salesforce implementation and project governance principles:

Any change that affects scope, complexity, or integration must be raised to the Project Manager (PM) Project Manager is responsible for:

Scope management

Timeline & milestones

Budget & resourcing

Managing change requests and stakeholder approvals

The PM will:

Evaluate impact with:

Solution Architect (for technical/design impact)

Tech leads / Dev leads (for effort estimation)

Decide:

Whether a Change Request (CR) is needed

How to re-prioritize sprints, adjust backlog

Whether additional budget / time is required

How to communicate to customer stakeholders

This preserves:

Design integrity (Architect still evaluated the solution)

Project discipline (PM governs scope/timeline/budget)

Traceability and documentation (updated design docs, backlog, CRs)

This is exactly how a large enterprise Revenue Cloud (CPQ + Billing) program is expected to run.

3. Why the Other Options Are Not Appropriate A. "Adjust as long as we're in build phase" A. Communication to the customer ongoing adjustment can be made as long as we're in the build phase.

Problems:

Implies uncontrolled scope creep:

"As long as we're in build, we can just keep adjusting."

No mention of:

Impact to scope, timeline, budget

Formal change control

Involvement of PM or Architect

In a complex CPQ/Billing implementation, this would:

Break governance

Risk missed deadlines and budget overruns

Create misaligned expectations with the customer

So A contradicts standard methodology and enterprise delivery practices.

B. "Implement then review with the Solution Architect" B. Implement the lookup price rules immediately then review with the solution Architect.

Problems:

Sequence is wrong:

You never build first and ask the Architect later on large-scale pricing and integration changes.

This can cause:

Misalignment with overall pricing architecture

Conflicts with other CPQ/Billing components (e.g., Amendments, Renewals, Billing logic) Rework if the Architect has a different approach Still no mention of PM or scope/timeline/budget impact.

This violates both design governance and project governance.

D. "Architect then immediate implementation (no PM)" D. Consult with the solution Architect first who will expedite the updates to the design documents, then implement the changes immediately.

This is closer, but still incomplete:

Good:

You involve the Solution Architect.

You talk about updating design documents.

But:

No involvement of the Project Manager.

No consideration of:

Impact to scope

Impact to timeline

Impact to budget

For "large Enterprise Revenue Cloud" projects, Architect ≠ PM:

Architect owns technical solution integrity

PM owns project plan, change control, stakeholder approvals

So D ignores formal change management which is critical at enterprise scale.

E. "If low effort, just do it; else next sprint"E. Gather more details, if it requires a low level of effort then implement immediately before starting the next sprint. Otherwise complete on the subsequent sprint.

Problems:

Consultant is unilaterally deciding based on "low effort":

No PM.

No formal scope/time/budget impact evaluation.

This might be okay for minor cosmetic or non-functional changes in a small project, but:

Here we have:

Complex pricing

Multiple lookup price rules

External data store integrations

API development

This is never "just low effort".

For a large enterprise Revenue Cloud implementation:

This bypasses governance, change control, and approvals.

So E promotes ad hoc scope changes, which is against standard practice.

4. How This Ties Back to Salesforce CPQ & Billing Best PracticesIn Salesforce CPQ and Billing implementations, especially when dealing with complex pricing logic and external integrations:

Complex Pricing (Lookup Price Rules):

Changes can affect:

Quote calculation performance

Sequential dependencies with Price Rules, Discount Schedules, QCP, Billing logic May cause downstream issues in:

Orders, Invoices, Revenue Schedules, Amendments, Renewals

External Data Stores & API Development:

Introduces:

New integration patterns

Error handling, retries, timeouts

Security and governance requirements

Impacts:

Technical design

Test strategy (SIT, UAT, performance testing)

Possibly non-functional requirements

Because of that, Salesforce project documentation and implementation guidance emphasize:

Raising such changes via Project Manager

Having the Solution Architect assess and update:

Solution design

Integration architecture

Managing it formally as a change request if it affects:

Scope

Timeline

Budget

This is exactly what Option C describes at the right level of responsibility.

## NEW QUESTION # 42

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. Legal entity
- B. invoice run
- C. source
- D. auto number
- E. matching ID

**Answer: E**

Explanation:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

### NEW QUESTION # 43

Which Revenue Cloud Feature can be customized to provide an aggregated view of the current goods and services on a contract?

- A. Customer Asset Life Cycle Management (CALM)
- B. Orders
- C. Subscriptions
- D. Renewals
- E. Amendments

**Answer: A**

Explanation:

Requirement:

Provide an aggregated view of current goods and services on a contract.

This refers to consolidating all active entitlements, subscriptions, assets, and amendments.

Salesforce Revenue Cloud feature for this: ✓ E. Customer Asset Lifecycle Management (CALM) CALM provides:

A unified, aggregated view of:

Active assets

Entitlements

Subscriptions

Amendments

Renewed services

Tracks lifecycle changes from:

Orders

Amendments

Cancellations

Upgrades

Represents the source of truth for what the customer owns today.

Why not the others? Option

Why Incorrect

A . Amendments

These modify contracts but do NOT aggregate current products.

B . Orders

Represent transactions, not current state.

C . Subscriptions

Only subscription items, not full lifecycle items or non-subscription goods.

D . Renewals

Only track renewal processes, not aggregated state.

Only CALM provides an aggregated, contract-aligned view of all customer entitlements.

### NEW QUESTION # 44

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