

AP-223 Unterlage - AP-223 Prüfung



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Es ist ganz einfach, die Salesforce AP-223 Zertifizierungsprüfung zu bestehen, wenn Sie die Schulungsunterlagen zur Salesforce AP-223 Prüfung von Zertpruefung benutzen. Die Schulungsunterlagen zur Salesforce AP-223 Zertifizierungsprüfung aus Zertpruefung werden von den erfahrenen Experten durch ständige Praxis und Forschung bearbeitet. Die Trainingsmaterialien zur Salesforce AP-223 Zertifizierungsprüfung aus unserer Webseite können Ihnen helfen, dass Sie die AP-223 Prüfung bei Ihrem ersten Versuch mühlos zu bestehen.

Salesforce AP-223 Prüfungsplan:

Thema	Einzelheiten
Thema 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.
Thema 2	<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.
Thema 3	<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.

>> AP-223 Unterlage <<

AP-223 Prüfung & AP-223 Dumps Deutsch

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Salesforce CPQ and Billing Consultant Accredited Professional AP-223 Prüfungsfragen mit Lösungen (Q29-Q34):

29. Frage

What are three key characteristics of an implementation partner leading are venue cloud scoping session?

- A. Excellent Communication Skills both verbal and written
- B. Having deep knowledge of competitor Products
- C. Understanding design pitfalls and Mitigation actions to course correct.
- D. Being effective at planning, monitoring and reviewing
- E. Experience in a selling role with quota responsibilities

Antwort: A,C,D

Begründung:

A partner leading a Revenue Cloud Scoping session requires:

- ✓ A - Strong communication skills Essential for facilitating workshops, documenting requirements, and aligning stakeholders.
- ✓ B - Effective at planning, monitoring, reviewing Scoping is structured, requires:

Agenda control

Risk identification

Note capture

Validation cycles

- ✓ E - Understanding design pitfalls & mitigation Critical in CPQ + Billing, where poor scoping leads to:

Wrong pricing model

Incorrect renewal logic

Billing edge cases

Data migration problems

A good partner surfaces these risks early.

Why the wrong answers are incorrect: Option

Why Incorrect

C - Knowledge of competitor products

Not relevant to scoping Salesforce Revenue Cloud.

D - Experience with quota-carrying sales roles

Helpful but not foundational to scoping complex CPQ + Billing architecture.

Final answer for Q49 = A, B, E

30. Frage

A Revenue Cloud Consultant Surveys a customer's Sales Cloud implementation and discovers Multiple triggers, Workflow and flow Processes applied to the Opportunity object. what is the most appropriate recommendation to the customer before designing a Revenue Cloud Solution?

- A. Recommend to enable the CPQ Package Setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance issues.
- B. Recommend continued use of multiple automation types where Revenue Cloud capabilities cannot address the business requirements
- C. Recommend using a single automation type for best Performance.
- D. Recommend the current automations are appropriate, optimize further if necessary.

Antwort: C

Begründung:

The consultant discovers:

Multiple triggers

Workflows

Flows

Possibly recursion or conflicting automations... on the Opportunity, which is foundational for CPQ.

Salesforce Revenue Cloud Best Practice: Use one automation type (preferably Flow) to avoid conflicts, recursion, performance issues, and unpredictable ordering.

Too many automation types cause issues with:

CPQ Quote Sync

Opportunity → Quote event handling

Performance and CPU limits

Unpredictable execution order

Therefore:

- ✓ A - Recommend using a single automation type for best performance This aligns with: Salesforce Well-Architected Framework

Salesforce CPQ implementation guidelines
General platform automation best practices
Why other options are incorrect: Option
Why Not Correct

B

Large Quote Threshold affects calculator performance, not Opportunity automation.

C

Multiple automation types is the problem, not the solution.

D

Accepting the current messy automation is not recommended before CPQ implementation.

Thus A is correct.

31. Frage

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce.

Which service region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. North America
- B. Japan
- C. Australia
- D. Server region has no performance impact
- E. Europe

Antwort: E

Begründung:

The CPQ Quote Calculator is hosted by Salesforce in specific service regions.

Performance is optimized when the service region matches the Salesforce org location.

Since the German operation is hosted in the EU Salesforce instance, the performance-optimized setting is:

✓ Europe region. This keeps latency minimal and significantly improves quote calculation speed.

32. Frage

A revenue cloud customer has posted an invoice and now wants to add on more items from another order associated to that account without using invoice batches.

How can this be accomplished?

- A. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- B. Use bill now on the new Order and consolidate the invoices.
- C. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- D. Use bill now on the new order and reparent the new invoice lines to the existing invoice

Antwort: B

Begründung:

Scenario:

A customer has:

A posted invoice

A new order for the same account

Wants to add items without using invoice batches

The correct approach:

✓ D - Use Bill Now on the new order and consolidate invoices. Steps:

Run Bill Now on the new order → generates a new invoice immediately.

Enable Invoice Consolidation (Billing settings / Account level).

Combine invoice lines from the new invoice into the already posted invoice.

Salesforce Billing supports invoice consolidation even after one invoice is posted.

Why the other options are wrong: Option

Why Incorrect

A - Credit then Bill

Unnecessary; original invoice is correct and should remain posted.

B - Bill Now + reparent invoice lines
Reparenting posted invoice lines is NOT supported.
C - Cancel and Rebill
Only used to correct errors, not to add new order items.
Thus D is the correct solution.

33. Frage

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Customer Acceptance sign off
- B. A Design Document
- C. A Change Order
- D. Migration from Sandbox to Production
- E. Complete deployment migration plan

Antwort: A

Begründung:

Successful exit criteria for User Acceptance Testing (UAT) is:

✓ Customer Acceptance Sign-off This means:

All test cases have passed

All critical defects are resolved

Stakeholders approve the solution

The project is cleared to move into deployment

This is documented in Salesforce Implementation Lifecycle.

Why other choices are incorrect: Option

Why Wrong

A - Change Order

Change orders happen when new scope is introduced, not an exit criterion for UAT.

C - Design Document

Completed earlier during design phase.

D - Sandbox to Prod Migration

Happens after UAT sign-off.

E - Deployment plan

Prepared before deployment, not a sign of UAT completion.

Thus B is the only correct exit criterion.

34. Frage

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