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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Topic 2	• 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	• 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.

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As the old saying goes people change with the times. People must constantly update their stocks of knowledge and improve their practical ability. Passing the test AP-223 certification can help you achieve that and buying our AP-223 test practice materials can help you pass the AP-223 test smoothly. Our AP-223 study question is superior to other same kinds of study materials in many aspects. Our AP-223 test bank covers the entire syllabus of the test and all the possible questions which may appear in the test. You will pass the AP-223 exam for sure.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q76-Q81):

NEW QUESTION # 76
what planning strategies should be taken to make user acceptance testing (UAT) Efficient?

- A. Finalize test plans before the build Phase completes

- B. Issue change orders for all incidents that arise during testing
- C. Define and agree on acceptance criteria with customer
- D. Execute all tests on behalf of the customer
- E. Train UAT testers on the new functionality

Answer: A,C,E

Explanation:
Efficient UAT in Revenue Cloud requires:
✔ B - Define acceptance criteria with the customerEnsures clarity on what "pass" means.
✔ D - Train UAT testers on the new functionalityUAT fails quickly if testers don't know how to use CPQ/Billing.
✔ E - Finalize test plans before the build is completedEnsures 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 # 77
What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Small, Testable
- B. Independent, Negotiable, Valuable, Equal, Small, Testable
- C. Investable, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

Answer: A

Explanation:
INVEST criteria is a standard Agile user story quality framework.
Correct breakdown:
I - Independent
N - Negotiable
V - Valuable
E - Estimable
S - Small
T - Testable
Thus D is the correct choice.

NEW QUESTION # 78
Which 3 data migration strategies are appropriate for migrating a customer's in-flight quote from another quoting tool into salesforce CPQ?

- A. adopt a change management strategy that requires sales users recreate in-flight quotes within salesforce CPQ
- B. Migrate opportunity line item data via data loader ,ensure "disable initial quote sync" is disable
- C. Migrate contract and subscription data via data loader
- D. migrate opportunity , quote ,and quote line data via data loader
- E. utilize the import lines feature to migrate quote & quote line data

Answer: B,D,E

NEW QUESTION # 79
Which is the correct sequence of evaluation events for a Price Rule, QuoteCalculator Plugin (QCP) and CPQ Package Pricing Engine?

- A. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> On Initialization ->Before Calculate -> On Calculate -> Price Waterfall Calculation -> After Calculate
- B. On Initialization -> Before Calculate -> On Calculate -> After Calculate -> Internal Initialization -> Calculate Formulas ->» Calculate Quantities -> Price Waterfall Calculation
- C. Internal Initialization -> Calculate Formulas -> Calculate Quantities -> Price Water fall Calculation ->On Initialization ->

Before Calculate -> On Calculate -> After Calculate

- D. Internal Initialization -> On Initialization -> Calculate Formulas -> Before Calculate -> calculate Quantities -> On Calculate -> Price Waterfall Calculation -> After Calculate
- E. Internal Initialization -> On Initialization -> Before Calculate -> Calculate Quantities ->»On Calculate -> Price Waterfall Calculation -> After Calculate -> Calculate Formulas

Answer: D

Explanation:
Correct CPQ Calculation Evaluation Order:
Internal Initialization
QCP - onInitialization()
Calculate Formulas (pre-calculation)
Price Rule - Before Calculate
Calculate Quantities
QCP - onCalculate()
Price Waterfall Calculation
QCP - AfterCalculate()
Option E is the only sequence that matches this.

NEW QUESTION # 80
Which topic of discussion comes first in a salesforce CPQ Scoping Session?

- A. Products and Bundles
- B. Order Management
- C. Business Process Mapping
- D. Quote Document and e-signature

Answer: C

Explanation:
Salesforce CPQ scoping guidance always starts with Business Process Mapping to understand:
Lead → Opportunity → Quote → Contract → Order → Billing → Renewal lifecycles How CPQ/Billing should support the business Products, documents, e-signature, and order management all come after process mapping.
Thus A is correct.

NEW QUESTION # 81
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