

Salesforce AP-203考試重點 - AP-203題庫資訊



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如果你正在尋找一個好的通過Salesforce的AP-203考試認證的學習網站，Fast2test是最好的選擇，Fast2test能給你帶來的將是掌握IT行業的尖端技能以及輕鬆通過Salesforce的AP-203考試認證，大家都知道這門考試是艱難的，想要通過它也不是機會渺小，但你可以適當的選擇適合自己的學習工具，選擇Fast2test Salesforce的AP-203考試試題及答案，這個培訓資料不僅完整而且真實覆蓋面廣，它的測試題仿真度很高，這是通過眾多考試實踐得到的結果，如果你要通過Salesforce的AP-203考試，就選擇Fast2test，絕對沒錯。

>> Salesforce AP-203考試重點 <<

AP-203題庫資訊 & AP-203熱門考題

有些網站在互聯網上為你提供高品質和最新的Salesforce的AP-203考試學習資料，但他們沒有任何相關的可靠保證，在這裏我要說明的是這Fast2test一個有核心價值的問題，所有Salesforce的AP-203考試都是非常重要的，但在個資訊化快速發展的時代，Fast2test只是其中一個，為什麼大多數人選擇Fast2test，是因為Fast2test所提供的考題資料一定能幫助你通過測試，為什麼呢，因為它提供的資料都是最新的，這也是大多數考生通過實踐證明了的。

最新的 Accredited Professional AP-203 免費考試真題 (Q57-Q62):

問題 #57

UC uses communication cloud but their legacy system has a large products module on a per stock keeping Unit (SKU) basis. UC wants to rationalize their product catalog What are the three options should consultant configure to meet this requirement

- A. Pricing plan
- B. Attribute
- C. Calculation Matrix
- D. Fields
- E. Price lists

答案： B,C,D

問題 #58

An organization is requesting a negotiated price from UT in their quote for the order which two business flows should UT have in place in communication cloud to meet the customer requirement?

- A. Design order capture and order fulfillment flows
- B. Design a contract creation and contract renewal flows
- C. Design opportunity management flows and convert the opportunity to quote.
- D. Design a quoting flow to negotiate price and discount approval process.

答案： C,D

問題 #59

A Company wants to improve their quote to order journey experience, the journey contains manufacturing products and services, and integration with inventory system for device reservation. They want to have smooth omni channel experience. What approach should a consultant take during planning to ensure optimal development and time to market?

- A. Plan for three user stories running subsequently: UX design first, Device Reservation API second, and inventory management system at last
- B. UX experience is the most important. Fully design and validate the UX before designing the integration step
- C. Exact data in integration is an input to the ux design. Detailed Design of the integration... can start
- D. Plan for three user stories running in parallel: UX design, Device reservation, API and inventory system integration

答案： D

問題 #60

What are three main factors that should lead a consultant to consider assetization of a commercial product or service?

- A. The product/service sold is high volume, one time billing event, such as a pay per view
- B. The product services sold can undergo future attribute changes
- C. The product Service sold has a recurring charge
- D. The Product sold is a device accessory such as phone case
- E. The product services sold will have child features added in the future

答案： B,E

問題 #61

Universal Connect (UC) offers a router to its customer which is included as part of the business internet offer. However, the router has no commercial significance to the selling process. UC is currently using industries Order Management (OM). How should a consultant model with respect to the business internet offer?

- A. Model the router as an attribute of the business internet offer with a default value of 'included'
- B. Model the router as a default child product of business internet offer but hide it from the quote document before sending it to the customer for review
- C. Model the router as separate standalone offer and add the router once the business internet offer is added via an auto add rule
- D. Model the router technical product and decompose it from the business internet offer.

答案： D

問題 #62

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有很多網站提供資訊Salesforce的AP-203考試，為你提供 Salesforce的AP-203考試認證和其他的培訓資料，Fast2test

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