

Salesforce AP-223受験資料更新版 & AP-223難易度受験料



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>> Salesforce AP-223受験資料更新版 <<

信頼的なAP-223受験資料更新版 & 合格スムーズAP-223難易度受験料 | 有効的なAP-223サンプル問題集

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Salesforce CPQ and Billing Consultant Accredited Professional 認定 AP-223 試験問題 (Q10-Q15):

質問 # 10

A revenue cloud consultant determines that price rules will not address additional calculation steps to accurately set the quote line list price needed for a project. What is the next functionality that should be investigated that will address the requirements?

- A. Set Pricing Method to Custom
- B. Use an Apex Trigger on the Quote Line
- **C. A Quote Calculator plugin (QCP)**
- D. Use a Record Change Flow to trigger on the Quote Line.

正解: C

質問 # 11

sales reps at UC were facing governor limits while configuring certain large bundles. the admin at UC has set the 'enable large

configurations package settings to TRUE now the users are experiencing longer loading times between saving a bundle configuration and returning to the quote line editor, even for smaller bundles.
what should the admin do to resolve this issue?

- A. Enable large configurations setting should not be used in such a case.
- **B. Enable Large configuration on the bundle parents where needed by selecting the product's enable large configuration field**
- C. Recommend CPQ and billing design solutions within proper capabilities
- D. All bundles that have more than 20 product should be split into smaller bundles

正解: B

質問 # 12

Which topic of discussion comes first in a salesforce CPQ Scoping Session?

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

正解: C

解説:

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.

質問 # 13

Universal Containers sell a product bundle named "Corporate IT Solutions". One of the product options inside this bundle is named Hardware Firewall Universal Containers has a requirement where if the customer has purchased a hardware firewall in the past, the hardware firewall product option should be hidden while configuring the bundle.

The CPQ admin has created a product rule to handle this requirement. What should the evaluation event of the product rule be set to?

- A. Save
- B. Always
- **C. Load.**
- D. Load and Edit

正解: C

解説:

Scenario Summary Universal Containers sells a bundle "Corporate IT Solutions." Inside it is a product option: Hardware Firewall.

Requirement:

If the customer previously purchased that Hardware Firewall (historical purchase), Then hide the product option inside the bundle during configuration.

This is a Configuration Rule

Using Selection/Filter logic to hide options

The rule must trigger as soon as the bundle loads, because the product option must be hidden before the user interacts with the bundle.

What type of Product Rule? Which Evaluation Event is Correct? Salesforce CPQ Product Rule Evaluation Events:

Event

When it Fires

Typical Use

Load

When the configuration page loads the first time

Hide/show options, preselect options, set initial values

Edit

On any user modification

Rerun rules based on changes

Load and Edit

Both events above

When both initial setup and change handling are required

Save

When the quote line editor is saved

Validation rules that block save

We need the product option to be hidden immediately when configuring the bundle.

It is not dependent on user edits.

It uses historical purchase data (Opportunity Product / Asset / Subscriptions).

In this requirement Therefore, the rule should fire at initial load only, not waiting for user interaction.

Always → not a valid Product Rule Event type in CPQ.

Save → too late; user would see the option before it's hidden.

Load and Edit → unnecessary; we do not need edits to trigger this rule.

Edit → would fail because hiding must occur before user interaction.

Why Not the Others? Salesforce CPQ Documentation Alignment CPQ Product Rules documentation states:

Use Load when you want the rule to evaluate immediately when the configurator opens, typically for hiding, filtering, or preselecting options.

This matches the required behavior perfectly.

質問 # 14

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

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

正解: E

解説:

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.

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