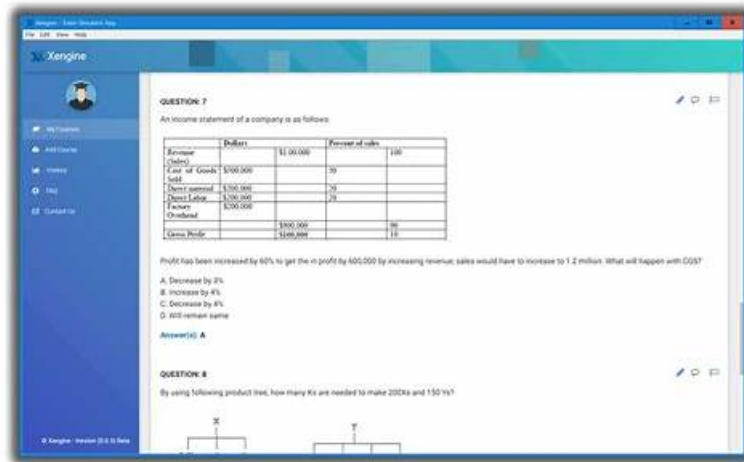


AP-223 Latest Dumps: CPQ and Billing Consultant Accredited Professional & CPQ and Billing Consultant Accredited Professional Exam Cram



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Salesforce AP-223 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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. |
| Topic 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. |
| Topic 3 | <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. |

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Salesforce CPQ and Billing Consultant Accredited Professional Sample

Questions (Q71-Q76):

NEW QUESTION # 71

A Revenue Cloud Consultant learns salesforce is deploying a new release during the course of the implementation. which two should be taken to make sure the implementation is tested against the new release before it deploys to production?

- A. Determine whether your sandbox is on a preview or non preview instance.
- B. Submit a ticket to support when you want your sandbox Updated.
- C. Review status.salesforce.com to determine refresh cutoff for the new release
- D. The platform ensures that all sandboxes are upgraded at the same time so wait for the update.

Answer: A,C

Explanation:

Salesforce upgrades Preview sandboxes before production. To ensure testing is done on the next release before go-live:

✓ A - Review status.salesforce.com for release and sandbox cutoff dates This tells you:

When sandboxes will upgrade

Deadlines for refreshing to get onto Preview

Release milestones

✓ C - Determine whether your sandbox is on a preview or non-preview instance This determines your next action:

Preview instance → sandbox upgrades early

Non-preview → sandbox upgrades after production

This is essential to test the implementation before production is upgraded.

Why B and D are incorrect Option

Why Incorrect

B - "All sandboxes upgrade at the same time"

False: preview vs non-preview sandboxes upgrade at different times.

D - "Submit a ticket to support to upgrade sandbox"

Salesforce does not move or upgrade sandboxes via support case. Release timing follows the published schedule only.

Final answer: A, C

NEW QUESTION # 72

A user story for a Revenue Cloud implementation states. As an Accounts Receivable Manager, I want to automatically generate invoices in draft status the same day of every month". what implementation option should a revenue cloud consultant pursue first?

- A. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- B. Set up a Payment Scheduler
- C. Set up an invoice scheduler
- D. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".

Answer: B

NEW QUESTION # 73

Which is the correct sequence of evaluation events for a Price Rule, Quote Calculator Plugin (QCP) and CPQ Package Pricing Engine?

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

Answer: B

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 # 74

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- B. The latest release notes found at help.salesforce.com>salesforce CPQ patch notes
- C. Brochures that provided detail to the products and services the client offers
- D. A sample proposal the client provides to their customers
- E. The client's income statements and balance sheet.

Answer: A,C,D

Explanation:

Before a scoping session, the consultant should understand:

A - Sample proposals → reveals quoting format, pricing models, product structure.

B - Product brochures → clarifies offerings, catalog categories, bundles.

D - Approval matrix → shows governance controls required in CPQ.

Incorrect:

C Salesforce release notes are irrelevant to understanding customer requirements.

E Financial statements do not contribute to CPQ/Billing scoping.

Correct answers: A, B, D.

NEW QUESTION # 75

An escalation on a Revenue Cloud project happens, which role is primarily responsible for project success?

- A. Customer Success Manager
- B. Solution Architect
- C. Project Manager
- D. Developer

Answer: C

Explanation:

When a Revenue Cloud project is escalated, the Project Manager is the role accountable for:

Overall project success

Scope, timeline, budget

Risk management

Issue resolution

Stakeholder coordination

Salesforce implementation methodology is clear:

The Project Manager owns project outcomes.

Thus D is correct.

NEW QUESTION # 76

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