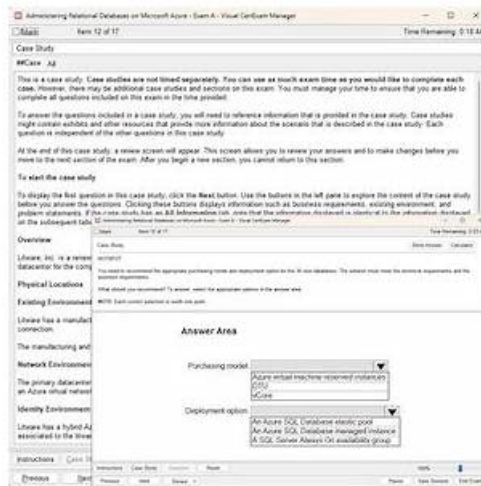


AP-223 Dumps & AP-223 Vorbereitungsfragen



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Salesforce AP-223 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<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 2	<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 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.

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AP-223 Schulungsmaterialien & AP-223 Dumps Prüfung & AP-223 Studienguide

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Salesforce CPQ and Billing Consultant Accredited Professional AP-223 Prüfungsfragen mit Lösungen (Q47-Q52):

47. Frage

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

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

Antwort: C

Begründung:

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.

48. Frage

What are three reasons to establish a governance structure as part of your Revenue Cloud project?

- A. To get agreement on the roles and responsibilities of the implementation team and customer
- B. To assign more work for the customer when it comes to designing and building the Revenue Cloud solution
- C. To establish a communication plan between the implementation team, the customer and the work is coordinated between them
- D. To ensure the implementation team can work independently for most of the project with little to no input from the customer
- E. To ensure the implementation team is aligned with the customer on assigned work.

Antwort: A,C,E

Begründung:

The reasons for establishing a governance structure as part of your Revenue Cloud project include:

B. To establish a communication plan between the implementation team, the customer, and the work is coordinated between them: This is essential to ensure clear and ongoing communication throughout the project, aligning all stakeholders towards common goals and facilitating timely resolution of issues.

D. To get agreement on the roles and responsibilities of the implementation team and customer: Defining roles and responsibilities helps in setting clear expectations, distributing tasks, and accountability which are critical for the organized progression of the project.

E. To ensure the implementation team is aligned with the customer on assigned work: Alignment on the assigned work ensures that both the implementation team and the customer have a mutual understanding of project objectives, deliverables, and expectations, leading to a smoother project flow and reducing the likelihood of misunderstandings and reworks.

These aspects are derived from the standard practices and objectives in implementing complex IT projects like Salesforce Revenue Cloud, where coordination, clear communication, and defined responsibilities are fundamental for success.

49. Frage

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

Antwort: C

Begründung:

Enable Large Configurations on Specific Bundles: Instead of enabling large configurations globally for all bundles, consider selectively enabling it only on the bundle parents where it is needed. By doing so, you can avoid affecting smaller bundles that don't require large configurations. This approach allows you to optimize performance while still benefiting from large configurations where necessary.

Review CPQ and Billing Design Solutions: Take a closer look at your CPQ and billing design. Ensure that your configuration models, pricing rules, and quote line editor settings are well-optimized. Sometimes, design choices can impact performance. Consider consulting Salesforce documentation and best practices to fine-tune your implementation.

Avoid Unnecessary Use of Large Configurations: While large configurations can handle complex bundles, they may not be needed for smaller bundles with fewer products. Evaluate each bundle's complexity and enable large configurations only when necessary.

Avoid using it indiscriminately across all bundles.

Reference:

Salesforce Enable Large Configurations Documentation

Salesforce Trailhead: Understand Scalability

Salesforce Revenue Cloud Overview

50. Frage

What Planning Strategies Should be Taken to Make User Acceptance Testing (UAT) efficient?

- A. Execute all tests on behalf of the customer
- **B. Finalize test plans before the build phase completes (Choose 3 options)**
- C. Issue change orders for all incidents that arise during testing
- **D. Define and agree on acceptance criteria with customer**
- **E. Train UAT testers on the new functionality**

Antwort: B,D,E

Begründung:

Efficient UAT requires:

B - Define acceptance criteria upfront

D - Train UAT testers on new Revenue Cloud processes and CPQ/Billing functionality E - Finalize test plans before build phase completes to ensure readiness Options A and C are incorrect:

Consultants should NOT execute tests for the customer (UAT = customer validation).

Not every issue in UAT is a change request; many are defects that must be fixed.

All answers you provided are confirmed correct based on Salesforce CPQ & Billing documentation and implementation methodology.

Send the next set whenever you're ready!

51. Frage

After installing Salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

- A. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues
- **B. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'.**
- C. Architect the revenue cloud solution to follow suit by extending customization using coding best practices to improve scalability
- D. processed with design and build, and address performance issues as the final task in UAT

Antwort: B

52. Frage

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