

AP-223 Prüfungsunterlagen - AP-223 Deutsch Prüfung



P.S. Kostenlose 2026 Salesforce AP-223 Prüfungsfragen sind auf Google Drive freigegeben von ZertFragen verfügbar:
<https://drive.google.com/open?id=1RhiAfsPH9b30FCYHO7vG7jA1nLreXA0>

Wollen Sie an der Salesforce AP-223 Zertifizierungsprüfung teilnehmen? Es gibt unbedingt viele Leute in Ihrer Nähe, die früher die AP-223 Prüfung gemacht haben. Weil es eine sehr wichtige Prüfung ist. Wenn Sie das AP-223 Zertifikat besitzen, können Sie viele Vorteile haben. So, wollen Sie nach anderen Zertifizierungsverfüger erkündigen, wie die AP-223 Prüfung zu bestehen? Es gibt natürlich viele Methoden für die Vorbereitung der AP-223 Prüfung, aber die hocheffektivste Methode ist, ein gutes Gerät zu benutzen. Und was ist das beste Gerät für Sie? Natürlich Salesforce AP-223 Dumps von ZertFragen.

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.

>> AP-223 Prüfungsunterlagen <<

Wir machen AP-223 leichter zu bestehen!

Die AP-223 Prüfung ist ein neuer Wendepunkt in der IT-Branche. Sie werden der fachlich qualifizierte IT-Fachmann werden. Mit der Verbreitung und dem Fortschritt der Informationstechnik werden Sie Hunderte Online-Ressourcen sehen, die Fragen und

Antworten zur Salesforce AP-223 Zertifizierungsprüfung bieten. Aber ZertFragen ist der Vorläufer. Viele Leute wählen ZertFragen, weil die Schulungsunterlagen zur Salesforce AP-223 Zertifizierungsprüfung von ZertFragen l hnen Vorteile bringen und Ihren Traum verwirklichen können.

Salesforce CPQ and Billing Consultant Accredited Professional AP-223 Prüfungsfragen mit Lösungen (Q37-Q42):

37. Frage

Universal containers has 3 product families-hardware, software and services. their sales reps want to be able to view the net totals of various product families at the quote level.in order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record .from a performance standpoint, which of the following is true?

- A. the current solution with 3 separate price rules is the most optimal solution
- B. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- C. it would be better to create separate quotes for each of the product families
- D. it would be better to use a single price rule with 3 price actions

Antwort: B

Begründung:

The requirement:

Sales reps want to view net totals per product family at the quote level.

The admin created 3 price rules with summary variables → each rule sums net totals for a product family and writes to a quote field. However, while this works, it is NOT optimal for performance.

Salesforce CPQ documentation clearly identifies Summary Variables + Price Rules as one of the most CPU-intensive parts of the Quote Calculator, especially when multiple rules are evaluated on large quotes.

✓ Why C is the correct answer Using Quote Line Groups provides built-in auto-summary fields, including:

Group Total

Group Discount

Group Net Total

Group List Total

etc.

And importantly:

CPQ allows summary rollups from groups to quote-level fields automatically without running price rules.

Zero price rule executions → lower CPU usage

Faster calculation because summary variables do not have to iterate across all quote lines Native functionality is always more performant than custom rules Cleaner design: assign each product family to its own Quote Line Group Benefits: This matches Salesforce CPQ's recommended best practice:

Use Quote Line Groups for logical grouping and auto-summaries instead of summary-variable-based price rules whenever possible.

38. Frage

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Multi Dimensional Quoting
- B. Percent of total
- C. Discount Schedule
- D. Price Rule with lookup table

Antwort: D

Begründung:

This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height.

These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✓ Why Price Rule with Lookup Table is the correct answer Salesforce CPQ Lookup Tables allow you to store pricing data

externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities: Typical CPQ design for dimensional pricing: This is exactly the pattern Salesforce recommends for multi-attribute pricing.

Why the other options are incorrect

A. Percent of Total Used for:

Support fees

Add-on fees based on parent products Not for dimensional pricing.

B. Multi-Dimensional Quoting (MDQ) Used for:

Term-based pricing (Year 1, Year 2, Year 3)

Usage tiers over time

MDQ does not support 3-dimensional physical attributes.

C. Discount Schedule Supports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

39. Frage

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

Antwort: C,D

Begründung:

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

40. Frage

After installing Salesforce CPQ in your customer's sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity. It's determined the cause for sub-optimal performance is attributed 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. Baseline current performance, recommend to identify and address the technical debt first before designing the Revenue Cloud solution**
- B. Upgrade the org to the latest CPQ and Billing release, this will largely address the performance issues
- C. Categorize the subpar customizations as 'out of scope', proceed with design and build, and address performance issues as the final task in UAT
- D. Architect the Revenue Cloud solution to follow suit by extending customization using coding best practices to improve scalability

Antwort: A

Begründung:

Your CPQ org is performing poorly because:

30 Process Builders running on Quote & Opportunity

Heavy customization

Excessive automation layers

Salesforce best practice for Revenue Cloud:

Remove technical debt BEFORE designing the CPQ/Billing solution.

Thus:

✓ C - Baseline performance and fix technical debt first

Reasons:

CPQ depends heavily on synchronous calculations

Custom automations drastically increase sync time

Process Builder is deprecated; should be migrated to Flow

Poor performance must be cleaned before CPQ design

Why others are wrong:

Option

Why Incorrect

A - Upgrade CPQ

Upgrading cannot fix org-level technical debt.

B - Mark issues out-of-scope

Avoiding technical debt leads to project failure.

D - Extend customization

Adding code on top of a broken process worsens performance.

Thus C is correct.

41. Frage

How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".
- B. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- **C. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"**
- D. It Prevents invoice document generation and stops email notifications from going out to the customer.

Antwort: C

Begründung:

Salesforce Billing's Hold Billing field on Order Product works exactly as follows:

When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.

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<https://drive.google.com/open?id=1RhiAfsPH9b30FCYHO7vG7jA1nLreXA0>