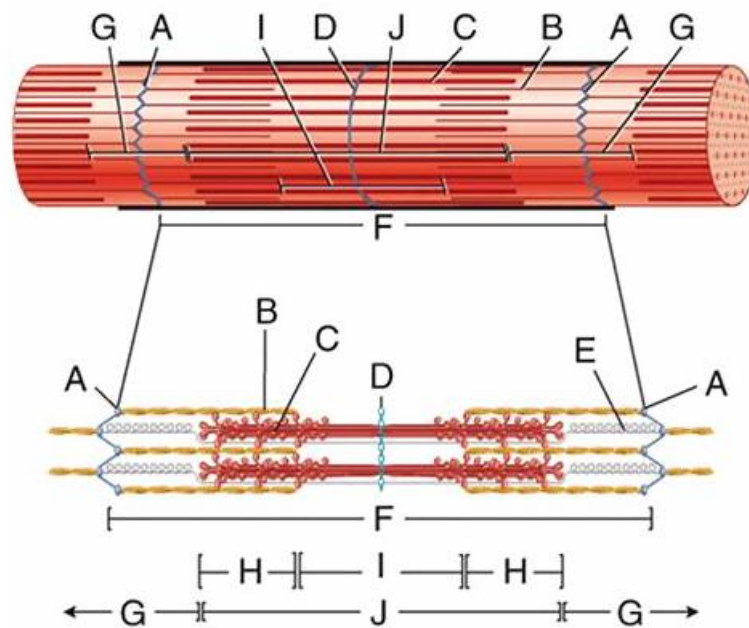


AP-223 Exam Flashcards, Clearer AP-223 Explanation



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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	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	New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
Topic 3	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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Clearer AP-223 Explanation - AP-223 Vce Format

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Salesforce CPQ and Billing Consultant Accredited Professional Sample

Questions (Q14-Q19):

NEW QUESTION # 14

What is the successful exit criteria that completes the User Acceptance Testing (UAT) phase?

- A. Complete deployment migration plan
- B. Change Order
- C. Design Document
- D. Migration from Sandbox to Production
- E. Customer Acceptance sign off

Answer: E

NEW QUESTION # 15

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.

Answer: C

Explanation:

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.

Once the user sets Hold Billing back to No, Billing:

Calculates the missed invoice periods

Creates catch-up invoice lines so billing is not lost

Correct Behavior (per Documentation) This means:

✓ Invoicing is suspended

✓ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.

Why the other answers are incorrect Option

Description

Why Incorrect

A

Prevents invoice document generation and emails

Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.

B

Hold Billing auto-resets on activation

False. Hold Billing is a manual field and does not auto-clear.

D

Only invoices after Hold Billing is set to No are created

Incorrect-Billing creates catch-up invoices for missed time.

Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 16

CPQ admin wants to improve the performance of Salesforce CPQ so that sales reps can quickly generate and send quotes. Which three steps can an admin take to improve the performance of CPQ?

- A. Product Rule evaluation event should be set to 'Always' to ensure product rule works in all scenarios
- B. Reuse referenced fields across the UI and rules
- C. Ensure Salesforce CPQ is upgraded to the latest release
- D. Ensure users who want to create large quotes have the CPQ Plus license
- E. Rules that have a narrower evaluation scope will lead to better performance

Answer: B,C,E

NEW QUESTION # 17

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

Answer: A

NEW QUESTION # 18

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. order products
- **B. Contracted Pricing**
- C. Subscription
- D. entitlements

Answer: B

Explanation:

The user story states that sales users should inherit previously negotiated pricing when quoting for existing customers.

In Salesforce CPQ, the object that stores account-specific negotiated prices is:

Contracted Pricing (SBQQ__ContractedPrice__c)

This object overrides standard list prices during quoting based on:

Account

Product

Pricebook

Contract linkage

Therefore, in addition to migrating Accounts, Contracts, and Quotes, the missing legacy pricing data must be loaded into Contracted Pricing.

NEW QUESTION # 19

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