

AP-223日本語版、AP-223専門知識訓練



時には、進める小さなステップは人生の中での大きなステップとするかもしれません。SalesforceのAP-223試験は小さな試験だけでなく、あなたの職業生涯に重要な影響を及ぼすことができます。これはあなたの能力を認めます。SalesforceのAP-223試験のほかの認証試験も大切なのです。それに、これらの資料は我々JPNTTestのウェブサイトで見つけることができます。

Salesforce AP-223 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none">新しいリリース機能: このドメインでは、新しい Salesforce リリースが既存の設計にどのような影響を与えるか、および現在利用可能な機能を実装することの重要性について説明します。
トピック 2	<ul style="list-style-type: none">Revenue Cloud 実装管理: このドメインは、スコープ設定セッションの主導、ソリューション設計の取得、プロジェクトの準備、および構築、テスト、展開、サポートの各フェーズの管理に重点を置いています。
トピック 3	<ul style="list-style-type: none">Revenue Cloud 技術設計: このドメインでは、管理対象パッケージ機能内での CPQ および請求ソリューションの推奨、レガシーデータの影響の分析、カスタマイズが適切なタイミングの決定、プロジェクト リスクの評価について説明します。

>> AP-223日本語版 <<

AP-223専門知識訓練 & AP-223模擬モード

IT業種の人たちは自分のIT夢を持っているのを信じています。SalesforceのAP-223認定試験に合格することとか、より良い仕事を見つけることとか。JPNTTestは君のSalesforceのAP-223認定試験に合格するという夢を叶えるための存在です。あなたはJPNTTestの学習教材を購入した後、私たちは一年間で無料更新サービスを提供することができます。もし試験に不合格になる場合があれば、私たちが全額返金することを保証いたします。

Salesforce CPQ and Billing Consultant Accredited Professional 認定 AP-223 試験問題 (Q69-Q74):

質問 # 69

What does the 'safe harbor' slide at the beginning of every salesforce presentation means?

- A. mergers and acquisitions integrations are immediate
- B. anything presented from salesforce must be kept confidential
- C. new release capabilities will not have impact to existing implementations
- D. You and or your customer are making scoping, design, planning, purchasing making decisions based on current and

available capabilities.

- E. roadmap capability will be released exactly as they are demonstrated

正解: D

解説:

The Salesforce Safe Harbor statement exists to remind customers:

They should only make scoping, planning, design, and purchasing decisions based on current, available functionality, not forward-looking statements or roadmap presentations.

Salesforce does not guarantee:

Release timing

Exact feature delivery

Backward compatibility

質問 # 70

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. Use a Record Change Flow to trigger on the Quote Line.
- D. A Quote Calculator plugin(QCP)

正解: D

解説:

When Price Rules are insufficient for complex pricing logic, Salesforce CPQ documentation directs consultants to the Quote Calculator Plugin (QCP) as the next escalation point.

QCP enables custom JavaScript logic executed inside the CPQ Quote Calculator, allowing manipulation of:

List price

Net price

Quantity

Custom logic loops

Conditional calculations beyond standard rule capabilities

Flows or Apex should not manipulate pricing during calculation because they run outside the CPQ calculator, causing inconsistent pricing results.

Hence the correct next step is QCP.

質問 # 71

An order has 5 order products that bill monthly.

One of the order products require 2 months of charges to appear on the next invoice without modifying invoicing for the other order products.

What field will need to be used to accomplish this task?

- A. Bill Through Date Override
- B. Override Next Billing Date
- C. Hold Billing - C. Target Date
- D. Bill Now

正解: B

解説:

The requirement:

One Order Product must invoice 2 months of charges on the next invoice, without affecting the other 4 Order Products.

To do this, you must tell Billing to:

Skip 1 billing cycle

Jump ahead to a future billing date

Without impacting other Order Products

Without modifying invoicing schedule globally

The correct way is to set:

✓ Override Next Billing Date→ This forces the next invoice line to include charges up to the new date, resulting in multiple periods billed together.

Why others are wrong:Option

Explanation:

B - Hold Billing

Pauses billing entirely; does NOT create multi-month invoices.

C - Target Date

Controls invoice run date, not multi-period billing.

D - Bill Through Date Override

Controls end date of a prorated period, not the number of periods billed.

E - Bill Now

Generates an immediate invoice but still only bills 1 period unless dates are overridden.

Thus A (Override Next Billing Date) is correct.

質問 # 72

Our customer is headquartered in the US but has operations in Germany. The German operation has CPQ installed in their own EU instance of Salesforce. Which Service Region should be defined for the European instance of CPQ in order to optimize calculation performance?

- A. Japan
- **B. Europe**
- C. North America
- D. Service Region has no performance impact
- E. Australia

正解: B

解説:

The CPQ Quote Calculator runs in a designated Service Region. Performance increases significantly when:

The service region is geographically close to the Salesforce org.

Since the org is hosted in the EU:

✓ D - Europe is the correct service region, which reduces latency and speeds calculation.

Why the others are wrong:Option

Why Incorrect

A - No performance impact

100% incorrect; region affects latency heavily.

B - North America

Far from EU, adds latency.

C - Japan

Even slower.

E - Australia

Worst possible latency option.

Thus D is correct.

質問 # 73

A Salesforce CPQ implementation suffers from poor performance. The Revenue Cloud Consultant has implemented 90 active price rules Supporting complex pricing requirements. what tactics can a Revenue Cloud Consultant Consider to reduce the number of price rules to improve performance in this area?

- A. Replace recursive price rule logic with nested bundles. (Choose 2 options)
- **B. Implement Quote Calculator Plugin where Possible to replace price rules.**
- C. Create a support case and request to increase the processing limits so that price rules perform better.
- **D. Implement lookup price rules where applicable**
- E. Implement triggers and Apex that behave like price rules.

正解: B、D

解説:

Salesforce CPQ performance can degrade with:

Too many price rules

Sequential calculator complexity

Recursion

90 rules is high, so optimization is needed.

✓ B. Implement Lookup Price Rules
Lookup Price Rules reduce:

Rule count

Condition logic

Maintenance complexity

A lookup table collapses many price rules into one rule, significantly improving performance.

✓ C. Use Quote Calculator Plugin (QCP)
QCP replaces multiple price rules with:

A single JS module

Faster calculations

More flexible logic

Improved performance, especially with:

Complex math

Multi-stage calculations

External data lookups

QCP is the recommended performance strategy when price rules become too heavy.

Why the other options are incorrect:

Option

Why Incorrect

A. Request increased limits

Salesforce does not increase CPQ calculator limits via support.

D. Apex triggers instead of price rules

Not allowed; quote line editor uses client-side calculator, not Apex.

E. Replace rules with nested bundles

Does not solve pricing logic complexity and may worsen configuration performance.

Thus, B and C are correct.

質問 # 74

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当面の実際のテストを一致させるために、JPNTTestのSalesforceのAP-223問題集の技術者はすべての変化によって常に問題と解答をアップデートしています。それに我々はいつもユーザーからのフィードバックを受け付け、アドバイスの一部をフルに活用していますから、完璧なJPNTTestのSalesforceのAP-223問題集を取得しました。JPNTTestはそれを通じていつまでも最高の品質を持っています。

AP-223専門知識訓練: <https://www.jpntest.com/shiken/AP-223-mondaishu>

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