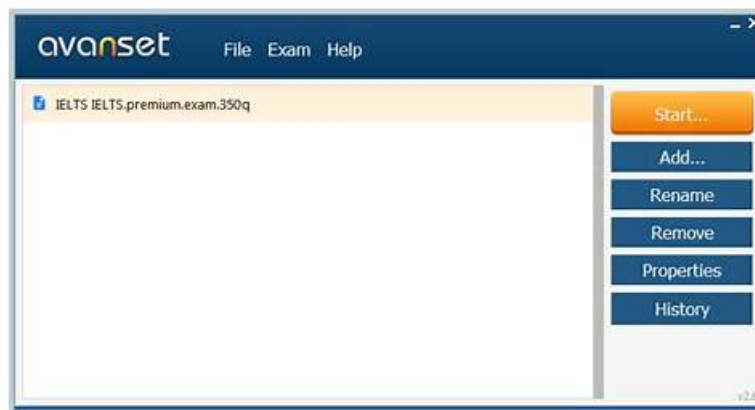# Vce AP-223 File & Real AP-223 Braindumps

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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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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q78-Q83):

NEW QUESTION # 78
An escalation on a Revenue Cloud Project happens, which role is primarily responsible for project success?

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

Answer: B

Explanation:
When an escalation occurs on a Revenue Cloud implementation, the question is:
Who is ultimately responsible for the success of the project?
While many roles contribute, the Project Manager (PM) is the one accountable for:
Scope
Budget
Timeline
Risk & issue management
Cross-team coordination
Customer communication
Driving escalations and resolutions
Salesforce project methodology is clear:
The Project Manager owns overall project success.
Why the other roles are not the primary accountable party:Role
Why Not Responsible for Overall Success
Technical Architect
Owns technical integrity, not project success.
Solution Architect
Owns functional solution design, not delivery metrics.
Developer
Executes tasks, not responsible for project outcome.
Customer Success Manager
Supports customer relationship but not delivery execution.
Thus, the correct answer is:
✔ B - Project Manager

NEW QUESTION # 79
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. Set up an invoice scheduler
- B. Triggers and apex to check the bill now checkbox after the order status is changed to "Activated".
- C. Workflow rule to check the bill now checkbox after the order status is changed to "Activated".
- D. Set up a Payment Scheduler

Answer: D

NEW QUESTION # 80
After a Contract has been created and activated, what is an appropriate use of automation to support renewals?

- A. Renewal Quoted should be checked as early as possible, and Renewal Forecasted should be checked when the quote is due for renewal
- B. Renewal Forecasted should be checked as early as possible, and Renewal Quoted should be checked near Contract End Date
- C. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, as soon as the contract is activated
- D. Check both Renewal Forecasted and Renewal Quoted fields simultaneously, closest to the renewal date

Answer: B

Explanation:
Salesforce CPQ Renewals use two fields:
Used for pipeline forecasting
Should be checked as soon as the contract activates
Indicates revenue is expected at renewal
Indicates the renewal quote has actually been generated
Should be checked close to the contract end date
1. Renewal Forecasted2. Renewal QuotedThis is standard Salesforce CPQ renewal process guidance.

Correct logic:Forecast early, quote late.
Thus:
✔ D - "Renewal Forecasted should be checked early; Renewal Quoted should be checked near Contract End Date."

NEW QUESTION # 81
What does INVEST stand for in the INVEST criteria when defining user stories?

- A. Independent, Negotiable, Valuable, Estimable, Sequential, Testable
- B. Investable, Negotiable, Valuable, Estimable, Small, Testable
- C. Independent, Negotiable, Valuable, Estimable, Small, Testable
- D. Independent, Negotiable, Valuable, Equal, Small, Testable

Answer: C

Explanation:
INVEST criteria is a standard Agile user story quality framework.
Correct breakdown:
I - Independent
N - Negotiable
V - Valuable
E - Estimable
S - Small
T - Testable
Thus D is the correct choice.

NEW QUESTION # 82
Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- A. The User did not have the proper access to the Opportunity Product object.
- B. The User did not execute post-installation scripts upon their first login to CPQ.
- C. The User did not have the proper access to the Quote Line object.
- D. The User did not have the proper access to the Quote Object.

Answer: B

Explanation:
When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script:
Creates default settings
Ensures CPQ-managed fields are initialized
Grants required permissions
Creates default Primary Quote logic metadata
Updates field values such as IsPrimary, quote calculation settings, etc.
Why the issue happenedThe customer implemented automation that automatically sets a new quote as Primary at creation.
If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.
Therefore, the "first time users tried to create quotes" → they encountered errors, because:
Their user-specific CPQ installation metadata was not initialized
CPQ could not run its internal logic that depends on Primary Quote setup Salesforce's installation documentation explicitly states:
Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.
Thus the correct answer is A, and it is consistent with CPQ installation best practices.

NEW QUESTION # 83
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