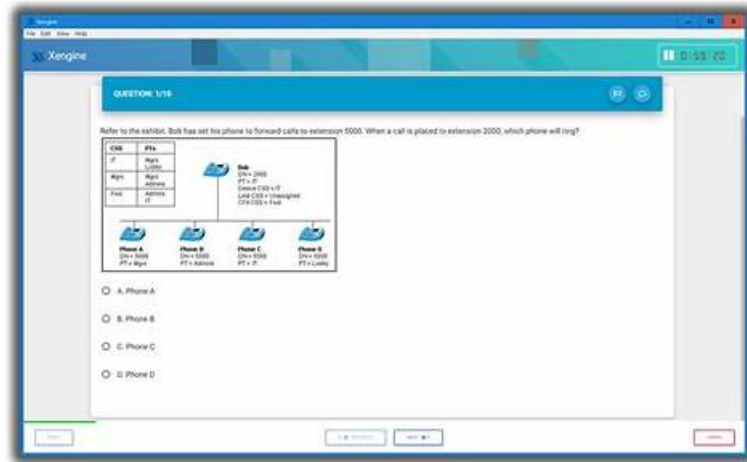


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Salesforce AP-223 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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.
Topic 3	<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.

Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q60-Q65):

NEW QUESTION # 60

Which Type of Documentation comes first in a Salesforce cpq scoping session?

- A. Quote Documentation And Piggins
- **B. Business Process Mapping**
- C. Order Management
- D. Products and Bundles

Answer: B

Explanation:

In a Salesforce CPQ scoping session, the first documentation created is the Business Process Map, because:

It defines the customer's selling, quoting, approval, pricing, contracting, renewal, and ordering processes.

It ensures all stakeholders are aligned on "how the business works now" before CPQ design begins.

Only after processes are mapped can product structure, order management, and quote document needs be designed.

Salesforce Revenue Cloud methodology always starts with:

Business Process Documentation → Requirements → Solution Design

Thus B is correct.

NEW QUESTION # 61

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. auto number
- B. Legal entity
- C. invoice run
- D. source
- **E. matching ID**

Answer: E

Explanation:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

NEW QUESTION # 62

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers.

What should be included in the design of this solution?

- **A. Contracts, Subscriptions and Assets should be populated with historical data.**
- **B. Discount schedules with Cross Orders checked. (Choose 2 options)**
- C. Use a summary variable targeting the subscription object with a Price Rule.
- D. Legacy Orders and invoices should be migrated.
- E. Custom Action to retrieve Purchased quantities from an external source

Answer: A,B

Explanation:

The requirement:

"Bulk discounts include previously purchased quantities for pricing calculations." This refers to cross-order discounting, where historical quantities affect pricing on the new quote.

To support this:

✓ B - Contracts, Subscriptions and Assets should be populated with historical data CPQ reads existing Subscriptions/Assets to determine previously purchased quantities.

Historical install base must be migrated for correct discounting.

✓ E - Discount schedules with Cross Orders checked Salesforce CPQ includes an OOTB feature:

Discount Schedule → Cross Orders = TRUE This allows the quantity tiers to consider historical purchases.

Incorrect options:

A Custom Action unnecessary unless data is external (not indicated here).

C Summary variables cannot aggregate off-contract historical quantities.

D Migrating invoices is not required for quantity-based pricing.

Thus, the validated answers are B and E.

NEW QUESTION # 63

which three are key steps when documenting user stories?

- A. Design the solution while the business process is being defined
- B. Identity the actor or personas in this user story
- C. Identify the acceptance criteria or result for satisfying the user story.
- D. Know which business process the requirement supports to categorize the user story
- E. Document user acceptance test scripts for the user story.

Answer: B,C,D

Explanation:

Salesforce user story best practices include:

A - Know the business process the story supports

B - Identify the actor/persona (Sales Rep, Billing Ops, Pricing Manager, etc.) E - Identify acceptance criteria (must-have conditions for the story to be complete) Incorrect options:

C Designing the solution before the business process is finalized violates Salesforce implementation methodology.

D Writing test scripts is UAT preparation, not part of writing user stories.

NEW QUESTION # 64

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

Answer: A,B

Explanation:

Salesforce seasonal releases upgrade all Preview sandboxes before production.

To ensure testing against the upcoming release, a consultant must do the following:

✓ A. Review status.salesforce.com for sandbox preview schedule Salesforce publishes sandbox preview instructions, refresh cutoffs, and upgrade dates. Essential for planning regression testing.

✓ C. Determine whether the sandbox is on a preview or non-preview instance Critical because:

Preview sandbox = upgraded BEFORE production

Non-preview sandbox = upgraded AFTER production To test early, the org must stay on preview.

Why D is NOT correct (even though your key said A, C, D) Salesforce does NOT allow you to "submit a ticket" to request sandbox upgrades.

Sandbox preview status is controlled solely by whether the sandbox is refreshed before or after the preview cutoff date.

This is explicitly stated:

"Support cannot move a sandbox to a different release level."

- Salesforce Release Management Documentation

Why B is incorrectSalesforce does NOT upgrade all sandboxes at the same time. Preview vs Non-preview determines upgrade timing.

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- [illegible]