

AP-223資訊 & AP-223證照信息



P.S. VCESoft在Google Drive上分享了免費的、最新的AP-223考試題庫：<https://drive.google.com/open?id=1lhAnAZ8HGt8APgebLZkJkdGJwMtJhBJq>

難道你不想在你的工作生涯中做出一番輝煌的成績嗎？肯定希望那樣吧。那麼，你就有必要時常提升自己了。在Salesforce行業工作的你應該怎樣提升自己的水準呢？其實參加IT認證考試獲得認證資格是一個好方法。Salesforce的認證考試資格是很重要的資格，因此參加AP-223考試的人變得越來越多了。

為通過Salesforce AP-223 認證考試花大量的時間和精力復習相關知識，但是卻是冒險地通過考試。選擇VCESoft的產品卻可以讓你花少量的錢，一次性安全通過考試。我相信在如今時間如此寶貴的社會裏，VCESoft更適合你的選擇。而且我們的VCESoft是眾多類似網站中最能給你保障的一個網站，選擇VCESoft就等於選擇了成功。

>> AP-223資訊 <<

高水準的AP-223資訊，最好的學習資料幫助妳壹次性通過AP-223考試

作為IT認證考試相關資料的專業提供者，VCESoft一直在為考生們提供優秀的參考資料，並且幫助了數不清的人通過了考試。VCESoft的AP-223考古題可以給你通過考試的自信，讓你輕鬆地迎接考試。利用這個考古題，只要你經過很短時間段額準備你就可以通過考試。覺得不可思議嗎？但是，這是真的。只要你用，VCESoft就可以讓你看到奇跡的發生。

Salesforce AP-223 考試大綱：

主題	簡介
主題 1	• New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
主題 2	• 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.
主題 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.

最新的 Revenue Cloud Consultant AP-223 免費考試真題 (Q46-Q51):

問題 #46

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

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

答案： D

解題說明：

Salesforce CPQ renewal automation uses two fields:

Indicates future revenue

Should be set immediately when contract is active

Indicates the renewal quote has been created

Should be set near the contract end date

1. Renewal Forecasted 2. Renewal Quoted This matches Salesforce best practice:

Forecast early → Quote late.

Thus C is correct.

問題 #47

An invoice run with a target date of 6/1/20 has completed with no errors. an order product with a next billing date of 6/1/20 did not generate an invoice line. which of the following fields might hold a value that would account for this?

- A. Billing type
- **B. invoice run processing status`**
- C. Next change date
- D. Billing day of month
- E. billing account

答案： B

問題 #48

A revenue cloud customer has posted a cash payment that was created on account A by mistake. what are the steps to apply this to the correct invoice on account B?

- A. Set the payment status to canceled and create a new payment on account B.
- **B. Allocate the payment if allocated, create a refund and then create a new payment for account C. Allocate the payment if allocated and reparent the payment to account B**
- C. Allocate the payment to an invoice on account B

答案： B

解題說明：

Scenario:

A payment is posted on the wrong Account

It must be applied to an invoice on a different Account

Payment is already posted

Salesforce Billing rules:

A posted payment cannot be reparented

A payment allocated to an invoice cannot simply be moved

Correct process is:

✓ B - If allocated, create a refund, then create a new payment on the correct account Detailed steps:

Reverse (refund) the incorrect payment

Create a new payment on the correct account

Allocate that payment to the correct invoice

This ensures:

Proper audit trail

Compliance with financial controls

Correct ledger entries

Why the other options are wrongOption

Why Incorrect

A . Allocate payment to Account B invoice

Not allowed: payment is tied to Account A.

C . Reparent payment to Account B

Posted payments cannot be reparented.

D . Cancel the payment

Cancelling alone does not reverse ledger impact; refund process is required.

Thus B is correct.

問題 #49

During Scoping the customer indicated that they needed customization to salesforce CPQ Due to a process in a legacy system what is the first step in ensuring the requirement is Accounted for in Scoping?

- A. scope additional project hours for customization
- B. Make it optional Scope with possible change order during the project
- C. Ask follow up questions to ensure legacy process has business justification
- D. scope in developer resource for customization

答案： C

解題說明：

The customer asks for customization because of a legacy system process.

Salesforce methodology says:

First validate whether the requirement is truly necessary in Salesforce or whether the legacy process should be transformed.

Therefore, the first step is:

✓ A - Ask follow-up questions to ensure the legacy process has business justificationYou must determine:

Why the process exists today

Whether it is needed in the new system

Whether CPQ or Billing already support the requirement natively

Whether it introduces unnecessary technical debt

Only after justification should you:

Consider customization

Estimate hours

Add developers or change orders

Thus, A is the correct first step.

問題 #50

Which 3 objects are updated when posting an invoice?

- A. Quote Line
- B. Invoice
- C. Order Product
- D. Quote
- E. Invoice Line

答案： B,C,E

問題 #51

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所有的IT人士都熟悉的Salesforce的AP-223考試認證，並且都夢想有那頂最苛刻的認證，這是由被普遍接受的Salesforce的AP-223考試認證的最高級別認證，你可以得到你的職業生涯。你擁有了它嗎？所謂最苛刻，也就是考試很難通過，這個沒關係，有VCESoft Salesforce的AP-223考試認證培訓資料在手，你就會順利通過考試，並獲得認證，所謂的苛刻是因為你沒有選擇好的方式方法，選擇VCESoft，你將握住成功的手，再也不會與它失之交臂。

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