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NEW QUESTION: 1

A customer is delinquent on their payments.

How should a Revenue Cloud Consultant stop invoking the customer's account?

- A. Assign themselves the Billing Administrator permission set, go to the customer's account, and use the Suspend Billing button.
- B. Assign themselves the Billing Operations User permission set, go to the customer's account, and delete their related pending invoices.
- C. Assign themselves the Billing Administrator permission set, navigate to Scheduled Jobs, and delete the invoice scheduler's scheduled jobs.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

Which corrective action should an admin take after noticing an error on a posted invoice?

- A. Cancel and rebill, correct the order, create and post a new invoice.
- B. Change the status from Posted to draft on the invoice, correct the invoicing error and repost it
- C. Delete the invoice record, correct the order, create and Post a new invoice
- D. credit the invoice, correct the order, create and post a new invoice

Answer: A (LEAVE A REPLY)

Upon noticing an error on a posted invoice, the recommended corrective action is to use the "Cancel and Rebill" feature. This process allows an admin to roll back the invoice to its state before the most recent billing cycle, enabling the correction of errors on the invoice record. This functionality is applicable to both draft and posted invoices, providing a way to address issues such as missing invoice lines or incorrect billing details. After canceling and rebilling, the admin can correct the order as needed and proceed to create and post a new invoice, ensuring the accuracy of billing records.

NEW QUESTION: 3

Which is the correct sequence of evaluation events for a price rule, quote calculator plugin (QCP) and CPQ package pricing engine?

- A. internal initialization → calculate formulas → calculate quantities → on Initialization → Before Calculate → On Calculate → Price Waterfall Calculation → After Calculate
- B. internal initialization → calculate formulas → calculate quantities → Price Waterfall Calculation → on Initialization → Before Calculate → On Calculate → After Calculate
- C. internal initialization → on Initialization → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation → After Calculate → calculate formulas
- D. internal initialization → on Initialization → calculate formulas → Before Calculate → calculate quantities → On Calculate → Price Waterfall Calculation After Calculate

Answer: D (LEAVE A REPLY)

The correct sequence of evaluation events for a price rule, quote calculator plugin (QCP), and CPQ package pricing engine is as follows:

Internal Initialization: This is the first step where the system prepares for the calculation process.

On Initialization: At this stage, any price rules that are set to trigger 'On Initialization' are run.

Calculate Formulas: The system evaluates formula fields.

Before Calculate: Any price rules that are set to trigger 'Before Calculate' are run.

Calculate Quantities: The system calculates quantities, for example, bundle components.

On Calculate: Any price rules that are set to trigger 'On Calculate' are run.

Price Waterfall Calculation: The system calculates out-of-the-box pricing tools such as block pricing, discount schedules, etc.

After Calculate: Any price rules that are set to trigger 'After Calculate' are run¹.

This sequence ensures that all calculations and price rules are applied in the correct order, providing accurate pricing information¹. Reference:

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5)

[id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5](https://help.salesforce.com/s/articleView?id=sf.cpq_price_rule_considerations.htm&language=en_US&type=5)

https://help.salesforce.com/s/articleView?id=000388745&language=en_US&type=1

NEW QUESTION: 4

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?. (Choose 2 options)

- A. Custom Action to retrieve Purchased quantities from an external source
- B. Contracts, Subscriptions and Assets should be populated with historical data.
- C. Use a summary variable targeting the subscription object with a Price Rule.
- D. Legacy Orders and invoices should be migrated

E. Discount schedules with Cross Orders checked.

Answer: (SHOW ANSWER)

To implement the user story of rewarding loyal customers with bulk discounts based on previously purchased quantities, the design of the solution should include the following components:

Contracts, Subscriptions and Assets should be populated with historical data. This is necessary to track the customer's purchase history and determine the appropriate discount tier for each product or service. Contracts, Subscriptions and Assets are the core objects of Revenue Cloud that store the information about the customer's agreements, recurring charges, and entitlements. By migrating the historical data from the legacy system to these objects, the customer can leverage the Revenue Cloud features such as renewal management, usage-based pricing, and revenue recognition. 123 Discount schedules with Cross Orders checked. This is the feature that enables the bulk discounts based on previously purchased quantities. A discount schedule is a set of discount tiers that apply to a product or a product option based on the quantity or amount ordered. By checking the Cross Orders option, the discount schedule will consider the quantities from all the orders associated with the same account, contract, or subscription. This way, the customer can reward their loyal customers with lower prices for higher volumes. 45 Reference:

1: Revenue Management Platform & CPQ Solution - Salesforce.com US

2: Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel - Salesforce

3: Give Discounts for Long SubscriptionsUnit | Salesforce Trailhead

4: Discount Schedules - Salesforce

5: Salesforce Revenue Cloud Trailmix - Trailhead

NEW QUESTION: 5

What are the 3 common CPQ design mistakes to avoid while implementing CPQ for your customer?

A. using price book entries to handle attribute based variations instead of lookup price rules

B. designing the product catalog with SKU rationalization in mind

C. Creating process builders and flows to pass data between fields instead of using twin field mapping

D. Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles.

E. documenting logical architecture diagrams for data flow between systems

Answer: A,C,D (LEAVE A REPLY)

The three common CPQ design mistakes to avoid while implementing CPQ for your customer are:

A . Using price book entries to handle attribute based variations instead of lookup price rules: Price book entries are not designed to handle attribute-based variations. Instead,

lookup price rules should be used. These rules allow you to adjust pricing based on specific product attributes, providing more flexibility and accuracy¹.

C . Creating process builders and flows to pass data between fields instead of using twin field mapping: Process builders and flows can be complex and difficult to maintain. Instead, twin field mapping should be used. This feature allows you to map fields between objects, ensuring data consistency and reducing the need for custom code¹.

D . Writing customizations for product selection or validation instead of using option constraints, product rules, and bundles: Customizations can be time-consuming and costly to implement and maintain. Instead, Salesforce CPQ provides built-in features like option constraints, product rules, and bundles that can handle product selection and validation. These features are designed to enforce business rules and ensure that only valid product combinations are selected¹.

Reference:

<https://inspireplanner.com/blog/5-common-salesforce-cpq-implementation-challenges-and-how-to-avoid-them/>

NEW QUESTION: 6

A company is experiencing delays in the order installation process due to missing information. Installation information is needed before the order is submitted to the back office systems for fulfillment. The company must ensure this information is included on all orders to enable the order installation team to complete their task without delay What should a Revenue Cloud Consultant recommend to solve this issue?

- A.** Create a description field on the Products to provide all the details needed for installation.
- B.** Create a commercial product called Installation to provide all the details needed for installation.
- C.** Create technical products to provide all the details needed for installation.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 7

How does Hold Billing work?

- A.** It Prevents invoice document generation and stops email notifications from going out to the customer.
- 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 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".

Answer: C (LEAVE A REPLY)

Hold Billing is a feature of Salesforce Revenue Cloud that allows businesses to control when an order product is invoiced, based on certain criteria or events. By setting the Hold Billing field to Yes on an order product, the billing process is paused for that order product and all its usage summaries. This means that no invoice lines or invoice documents are generated for the order product until the hold is released. The hold can be released by setting the Hold Billing field to No or null, either manually or automatically through a workflow or trigger. When the hold is released, Salesforce Billing will create an invoice as soon as possible, and include all the invoice lines that were accumulated during the hold period. This ensures that the customer is billed for the full amount of the order product, regardless of the hold duration. For example, if an order product has a monthly billing frequency and a hold billing period of two months, the first invoice after the hold will include three invoice lines: one for the current month and two for the previous months when the hold was active. Reference:

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5)

[id=sf.blng_hold_billing.htm&language=en_US&type=5](https://help.salesforce.com/s/articleView?id=sf.blng_hold_billing.htm&language=en_US&type=5)

<https://trailhead.salesforce.com/users/officialblaze/trailmixes/revenue-cloud-get-started-with-billing>

NEW QUESTION: 8

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. Invoice run processing status
- B. Next change date
- C. Billing day of month
- D. Billing account
- E. Billing type

Answer: A (LEAVE A REPLY)

NEW QUESTION: 9

During a transaction, which capability does the Transaction Line Editor provide?

- A. Auto Save Changes
- B. Drag to Sort
- C. Filtering

Answer: C (LEAVE A REPLY)

NEW QUESTION: 10

A Revenue Cloud Consultant needs to deploy a custom decision table into a staging sandbox. What is the correct sequence of activities required for this deployment?

- A. 1. Deploy the custom object and decision table into the staging sandbox.
2. Map the decision table in the default pricing recipe.

3. Import the data for the custom object, then sync Pricing.

B. 1. Deploy the custom object and decision table into the staging sandbox

2. Map the decision table in the default pricing recipe.

3. Refresh the decision table or sync Pricing.

C. 1. Deploy the decision table into the staging sandbox.

2. Map the decision table in the default pricing recipe.

3. Import the data for the decision table, then refresh the decision table.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 11

A sales rep creates a quote with a subscription product called 'Training with a quantity of 50 and term of 1 year, followed by Order creation, activation, and assetization. The Training' asset is then amended on the same day to add eight more seats, followed by Order creation, activation, and assetization.

How many records will be present for Training for each Asset Action and Asset State Period?

A. Two Asset Actions and two Asset State Periods

B. One Asset Actions and two Asset State Periods

C. Two Asset Actions and one Asset State Periods

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

A Salesforce Developer is using Postman to retrieve a JSON response with Product2 IDs to develop a Lightning web component. Which query parameters are valid when using the Products List (POST) API to retrieve a list of products for the component?

A. * PricebookIDs

* Catalog IDs

* Category IDs

B. * Catalog IDs

* ProductClassification IDs

* Category IDs

C. * Product2IDs

* Catalog IDs

* Category IDs

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 13

What does INVEST stand for in the INVEST criteria when defining user stories?

A. Investable, Negotiable, Valuable, Estimable, Small, Testable

B. Independent, Negotiable, Valuable, Estimable, Sequential, Testable

C. Independent, Negotiable, Valuable, Equal, Small, Testable @

D. Independent, Negotiable, Valuable, Estimable, Small, Testable

Answer: D (LEAVE A REPLY)

INVEST is an acronym that stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable¹². It is a set of criteria used to assess the quality of a user story in Agile methodologies¹². Here's what each term means:

Independent: The user story should be self-contained, in a way that there is no inherent dependency on another user story¹².

Negotiable: User stories, up until they are part of an iteration, can always be changed and rewritten¹².

Valuable: A user story must deliver value to the end user¹².

Estimable: You must always be able to estimate the size of a user story¹².

Small: User stories should not be so big as to become impossible to plan/task/prioritize with a certain level of certainty¹².

Testable: The user story or its related description must provide the necessary information to make test development possible¹². Reference: 12

NEW QUESTION: 14

Universal Containers has three product families - Hardware, Software and Services. Their Sales Reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created three price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

A. The current solution with three separate price rules is the most optimal solution

B. It would be better to create separate quotes for each of the product families

C. It would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality

D. It would be better to use a single price rule with three price actions

Answer: D (LEAVE A REPLY)

Salesforce Revenue Cloud's CPQ (Configure, Price, Quote) solution allows for the creation of price rules that can be used to perform calculations on quote lines. In this scenario, the CPQ admin has created three separate price rules, each using a summary variable to add the net total for quote lines belonging to a particular product family. While this solution works, it may not be the most optimal from a performance standpoint.

Option D suggests using a single price rule with three price actions. This would be more efficient because it reduces the number of price rules that need to be evaluated. Each price rule evaluation can consume system resources and potentially slow down the quote calculation process. By consolidating the three price rules into a single one with multiple actions, the system only needs to evaluate one rule, which can improve performance.

It's important to note that summary variables in Salesforce CPQ allow you to perform a math function on the collected values of a number field on the quote line, product option,

subscription, or asset¹. You can also create filters so that the summary variable evaluates only fields on records that match the filter values¹. This functionality would still be available with a single price rule with multiple actions.

Reference

Summary Variable Fields - Salesforce

Revenue Management Platform & CPQ Solution - Salesforce.com US

Quote Line Groups - Salesforce

NEW QUESTION: 15

What are two benefits to having trained customer CPQ admins participate in the planning, design and build phases?(Q2R)

- A. Facilitates a more efficient test phase
- B. Eliminates the need for documentation
- C. Increases the commercial value to the paid engagement
- D. Presents more opportunity for customers to ask for new requirements
- E. Customer is better equipped to scale and maintain functionality post-go-live

Answer: A,E (LEAVE A REPLY)

The benefits of having trained customer CPQ admins participate in the planning, design, and build phases include:

A . Facilitates a more efficient test phase: Trained CPQ admins can leverage their understanding of both the platform's capabilities and the company's specific requirements to craft more effective tests and more quickly identify potential issues.

E . Customer is better equipped to scale and maintain functionality post-go-live: With deep involvement in the project phases, CPQ admins gain a thorough understanding of the setup and customization, which empowers them to manage, scale, and adapt the system as business needs evolve without always relying on external support.

These benefits highlight the importance of involving knowledgeable internal team members in significant project phases to ensure long-term success and operational efficiency.

NEW QUESTION: 16

What should business stakeholders and product owners do to ensure a successful discovery and design phase in a Revenue Cloud project?

- A. Review and map customer challenges to Revenue Cloud features.
- B. Create a list of key challenges and success metrics for the project.
- C. Review all available APIs on the Revenue Cloud Developer Guide.

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 17

An Invoice Scheduler is set up with Target Date = January 15 and Bill Usage Charges = False. Which setting will generate invoice lines?

- A. Usage Summaries with Next Billing Date equal to or earlier than January 15
- B. Order Products with Next Billing Date equal to or after January 15
- C. Order Products with Next Billing Date equal to or earlier than January 15
- D. Order Products with Next Charge Date equal to or earlier January 15

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 18

A product administrator has been asked to set up product visibility in the Browse Catalog phase based on a customer's region. Which Revenue Cloud specific capabilities should the product administrator use to satisfy this requirement?

- A. Create a custom decision table that stores product and region availability data.
- B. Modify the out of the box decision table for ProductQualification and Qualification Rule Procedures.
- C. Create a separate price book per customer region and use it in quote or order.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 19

A consultant is creating a decision table using a predefined template for product eligibility and availability. Which object types can the consultant use as evaluation criteria during product selection?

- A. Product Price Book or Product Schedule
- B. Product Relationship or Product Attribute
- C. Product Qualification or Product Category Qualification

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 20

Which Revenue Cloud Feature can` be customized to provide an aggregated view of the current goods and services on a contract?

- A. Amendments
- B. Orders
- C. Subscriptions
- D. Renewals
- E. Customer Asset LifeCycle Management(CALM)

Answer: (SHOW ANSWER)

Customer Asset LifeCycle Management (CALM) is a feature of Salesforce Revenue Cloud that enables businesses to manage the entire lifecycle of their customer assets, from creation to renewal to termination. Customer assets are the goods and services that customers have purchased or subscribed to, and they can be tracked and updated on a single platform. CALM provides an aggregated view of the current customer assets on a contract, as well as their history, status, and future changes. CALM also allows businesses to automate the creation and activation of orders, amendments, and renewals based on the customer asset data. With CALM, businesses can gain visibility and control over their revenue streams, optimize their customer relationships, and reduce manual errors and inefficiencies. Reference:

<https://www.salesforce.com/au/products/revenue-lifecycle-management/>

<https://www.g2.com/products/salesforce-salesforce-revenue-cloud/features>

NEW QUESTION: 21

A project is moving from the design phase to the build phase.

What should a Revenue Cloud Consultant do to ensure a successful build cycle?

- A.** Build in the production environment, let users test it live, and provide feedback in real time.
- B.** Write user stories, have user workshops to confirm requirements, and build test use cases.
- C.** Set up environments for development, testing, and production, and choose a deployment tool.

Answer: (SHOW ANSWER)

NEW QUESTION: 22

Should Bundles be a scoping topic of discussion as part of a CPQ project?

- A.** Yes, bundle configuration is a necessary part of CPQ and it should always be implemented.
- B.** Yes, bundle Configuration should be introduced and it's up to the customer to decidewhether they need it or not.
- C.** No, if the customer is not using bundle configuration currently, they won't need it in thefuture.
- D.** No, it is safe toassume that the customer doesn't need bundle configuration unless it'sbrought up specifically.

Answer: (SHOW ANSWER)

In Salesforce CPQ, a bundle is a group of products that are known to be sold together. There are three types of bundles: static, configurable, and nested¹. The bundle configuration is a significant part of CPQ, and it can make selling complex product offerings easier by providing sales reps with premade product bundles to choose from¹. However, whether a customer needs a bundle configuration or not depends on their

specific needs and preferences². Therefore, it's important to introduce the concept of bundle configuration as part of a CPQ project, but the decision to implement it should be left up to the customer². Reference Learn About Configuration in the Sales Process - Trailhead Product Bundles in Salesforce CPQ - SkyPlanner

NEW QUESTION: 23

What are three key characteristics of an implementation partner leading a revenue cloud scoping session?

- A. Excellent Communication Skills both verbal and written
- B. Being effective at planning, monitoring and reviewing
- C. Having deep knowledge of competitor Products
- D. Experience in a selling role with quota responsibilities
- E. Understanding design pitfalls and Mitigation actions to course correct

Answer: D,E (LEAVE A REPLY)

Excellent Communication Skills both verbal and written (A): This is crucial as it ensures clear and effective communication between all parties involved. It helps in understanding the requirements, setting expectations, and conveying plans and progress effectively.

Being effective at planning, monitoring, and reviewing (B): This is important for keeping the project on track. It involves setting realistic timelines, tracking progress against those timelines, and making necessary adjustments to ensure the project's success.

Understanding design pitfalls and Mitigation actions to course correct (E): This involves having a deep understanding of common challenges that can arise during the implementation and how to navigate them. It also involves being proactive in identifying potential issues and taking corrective action early to prevent them from becoming major problems.

While having deep knowledge of competitor products and experience in a selling role with quota responsibilities (D) can be beneficial in certain contexts, they are not as directly relevant to leading a revenue cloud scoping session as the other characteristics.

NEW QUESTION: 24

Universal Containers is Preparing to go live with salesforce CPQ however sales management has stated that they would recurring revenue captured on opportunity line item object to reference within existing pipeline reports. Annual revenue is currently captured in the field ARR c on the SBQQ QuoteLine c Object. Which is the most efficient solution.

- A. Create ARR c on the opportunity Line item object, and create a flow to copy the value from ARR c on SBQQ QuoteLine C.
- B. Create a cross object formula field on the opportunity line item to reference ARR c data SBQQ QuoteLine C.
- C. Create ARR c on the opportunity Line item object, and create a price rule to copy the value from ARR c on SBQQ QuoteLine c on opportunity Product.

D. Create ARR c on the opportunity Line item object, Matching the field configuration of ARR c on SBQQ QuoteLine C.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 25

Which three documents help a revenue cloud consultant better understand the client's Revenue Cloud Project requirements before speaking for the first time in a scoping session?

- A. A sample proposal the client provides to their customers
- B. Brochures that provided detail to the products and services the client offers
- C. The latest release notes found at [help.salesforce.com](https://help.salesforce.com/salesforce/CPQ)>salesforce CPQ patch notes
- D. An approval matrix documentation that describe the approvals needed before a quote is sent to the customer
- E. The client's income statements and balance sheet.

Answer: A,B,D (LEAVE A REPLY)

These are three documents that can help a revenue cloud consultant gain a better understanding of the client's business model, value proposition, pricing strategy, and approval process before engaging in a scoping session.

A sample proposal the client provides to their customers: This document can help the consultant understand how the client presents their products and services to their customers, what kind of information they include, how they structure their pricing and discounts, and what terms and conditions they apply. This can help the consultant design a solution that meets the client's needs and expectations, as well as aligns with their branding and messaging. 1 Brochures that provided detail to the products and services the client offers: This document can help the consultant understand the features and benefits of the client's products and services, how they differentiate themselves from their competitors, and what kind of value they deliver to their customers. This can help the consultant configure the product catalog, pricing rules, and quote templates that reflect the client's offerings and value proposition. 2 An approval matrix documentation that describe the approvals needed before a quote is sent to the customer: This document can help the consultant understand the client's internal governance and compliance requirements, as well as the roles and responsibilities of the stakeholders involved in the quote-to-cash process. This can help the consultant set up the approval workflows, notifications, and permissions that ensure the accuracy and validity of the quotes and contracts. 3

Reference:

1: This article explains how to create a professional proposal for customers using Salesforce CPQ.

2: This article explains how to create and manage product catalogs and pricing in Salesforce Revenue Cloud.

3: This article explains how to create and manage approval processes in Salesforce Revenue Cloud.

NEW QUESTION: 26

What fields are required on the usage record to load and rate the usage?

- A. start date time,end date time,matching attribute,unit of measure,quantity,usage summarylookup
- B. start date time,order product ID,unit of measure,quantity,usage summary lookup,account
- C. Account,order,order product,usage summary start date time,end date time,quantity
- D. start date time,end date time,matching ID,matching Attribute,Unit of measure,quantity

Answer: (SHOW ANSWER)

In Salesforce Revenue Cloud, usage records are a key component of the usage-based pricing model. They track the consumption of a product or service over a predefined time period¹.

The required fields on the usage record to load and rate the usage are:

Start Date Time: This field represents the start of the usage period¹.

End Date Time: This field represents the end of the usage period¹.

Matching ID: Salesforce Billing uploads usage only to usage summaries with matching IDs¹.

Matching Attribute: Usages are rated against usage summaries where the Matching ID, Matching Attribute, and Unit of Measure fields all match¹.

Unit of Measure: This field represents the unit in which the usage is measured¹.

Quantity: This field represents the amount of usage¹.

These fields are essential for accurately tracking and billing usage-based products or services. They allow Salesforce Revenue Cloud to calculate charges based on the actual consumption of a product or service, which can be more flexible and customer-friendly than flat-rate pricing².

Reference

Usage Summary and Usage Fields - Salesforce

Usage-Based Products - Salesforce

NEW QUESTION: 27

Universal Containers has setup a partner type custom field on the CPQ quote object in order to ensure partners receive discounts. Setting the partner type on the quote should cause a recalculation because the field is an input to the product prices. How can partner type queue a new calculation for the quote?

- A. Add the partner type field to the calculating fields field set
- B. Refresh post install scripts
- C. Setup a quote calculator plugin to ensure the custom field triggers calculation
- D. Include the field in a custom metadata setting

Answer: A (LEAVE A REPLY)

In Salesforce CPQ, if a custom field is an input to product prices and you want a change in this field to trigger a recalculation, you should add this field to the calculating fields field

set. This is because Salesforce CPQ's Advanced Quote Calculator determines quote and quote line prices in response to user or automated actions¹. Therefore, adding the 'partner type' field to the calculating fields field set will ensure that setting the partner type on the quote triggers a new calculation. Reference The CPQ Quote Calculation Sequence - Salesforce

NEW QUESTION: 28

When activating an order with a contract attached, the Revenue Cloud sales rep notices that the contract does not have the attached assets.

What caused this to happen?

- A.** The Contract does not have the Revenue Lifecycle Management record attached to it, so the system does not automatically create the Asset Contract Relationship records.
- B.** The Asset Contract Relationship toggle is not active in the Setup -> Revenue Settings -> Automatically create Asset Contract Relationship.
- C.** The sales rep did not manually create the Asset Contract Relationship object in order for the Contract to be linked to the Assets.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

A product administrator needs to use the Constraint Modeling Language (CML) construct available in Advanced Configurator to define a relationship for a House with up to five rooms. The relationship also requires that a MediaRoom in the color blue must be included when the house has more than three rooms.

Which option should the administrator use to accomplish this?

- A.** type House {
relation rooms: Room[0..5];
require(rooms.size > 3, House(MediaRoom=true, color "Blue"))
};
- B.** type House {
relation rooms : Room(4,5);
require(rooms.size > 3, rooms!MediaRoom](color = "Blue"))
"}
"
- C.** type House {
relation rooms: Room[0..5];
require(rooms.size > 3, rooms[MediaRoom](color = "Blue"))
"}
"

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

The billing administrator at Universal Containers noticed that when a new order is activated in Salesforce Billing, a Billing Schedule Group (BSG) and an initial Billing Schedule (BS)

are automatically created. Later, when the order is amended to add more product quantity, new BSs are generated, but the original BSG remains active.

What is the correct understanding of how BSGs and BSs work in this scenario?

- A. A BSG is used only for reporting; BSs are unrelated to order activity.
- B. BSs are manually created, while BSGs are optional.
- C. A BSG groups related BSs under a single order product, even across amendments.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 31

Which three objects are updated when posting an invoice?

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

Answer: B,D,E (LEAVE A REPLY)

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NEW QUESTION: 32

Universal Containers has three product families—hardware, software and services, their sales reps want to be able to view the net totals of various product families at the quote level. In order to support this, the CPQ admin has created 3 price rules that use summary variables to add the net total for quote lines that belong to a particular product family and intend to populate the sums to custom fields on the quote record. From a performance standpoint, which of the following is true?

- A. it would be better to create separate quotes for each of the product families
- B. it would be better to use a single price rule with 3 price actions
- C. it would be better to create separate quote line groups for each of the product families and then use quote line group auto-summary functionality
- D. the current solution with 3 separate price rules is the most optimal solution

Answer: B (LEAVE A REPLY)

Salesforce CPQ (Configure, Price, Quote) allows admins to automate price calculations and update quote line fields. In the context of Universal Containers, they have three

product families and want to view the net totals of these families at the quote level¹. The current solution involves creating three separate price rules that use summary variables to add the net total for quote lines that belong to a particular product family¹. However, from a performance standpoint, it would be more efficient to use a single price rule with three price actions¹². This is because price rules can inject a static value, field value, or summary variable into a quote or quote line field¹. Therefore, having a single price rule with multiple price actions can streamline the process and improve performance¹².

Reference: 12

NEW QUESTION: 33

Which valid actions can a consultant perform on a standard context definition?

- A.** Deactivate & Edit
- B.** Extend & Clone
- C.** Copy & Edit

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 34

A Revenue Cloud requirement states that when the "Terabyte" Attribute of "Product A" is greater than 100, a warning message should appear.

How should a consultant address this in Revenue Cloud?

- A.** Create a custom lighting web component to validate the attribute quantity.
- B.** Create a constraint rule in the Constraint Model at the Product Level.
- C.** Create a constraint rule in the Constraint Model at the Quote Level.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 35

An issue is reported during User Acceptance Testing (UAT).

Which initial steps should the implementation team take to ensure efficient resolution and proper resource allocation?

- A.** Assume it is a legitimate defect and assign any identified issue directly to the development team so they can fix and deploy the solution.
- B.** Prioritize the issue based solely on its impact on project timelines, fixing any issue that is easy to fix and deferring any deep investigation into its root cause.
- C.** Conduct root cause analysis for the issue to determine if it's a legitimate defect, a user training gap, or a new feature request, then route it to the appropriate team.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 36

Universal containers recently migrated legacy contracts and subscriptions into salesforce in order to facilitate amendments and renewals in CPQ. however ,sales user sare getting

the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A. Migrated contracts and subscriptions cannot be amended using Salesforce CPQ
- B. Amendment of legacy contract and subscription data requires asset-based renewal method
- C. Required fields are missing or incorrectly populated on the legacy contract and subscription data
- D. Legacy subscription data are missing a lookup to a source quote line record

Answer: (SHOW ANSWER)

The error 'attempt to de-reference a null object' typically occurs when there is an attempt to access a field or method on an object that has not been initialized or has been assigned a null value. In the context of Salesforce Revenue Cloud, when amending legacy contracts and subscriptions, this error can occur if required fields are missing or incorrectly populated on the legacy contract and subscription data. This could be due to incorrect data migration or manual data entry errors. It's important to ensure that all required fields are correctly populated when migrating legacy data to Salesforce CPQ.

Reference

Error: Can't renew the contract automatically because it ... - Salesforce Guidelines for Amending Contracts - Salesforce Legacy Data Upload for Salesforce CPQ

NEW QUESTION: 37

A 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. Ensure users who want to create large quotes have the CPQ Plus license
- C. Ensure Salesforce CPQ is upgraded to the latest release
- D. Reuse referenced fields across the UI and rules
- E. Rules that have a narrower evaluation scope will lead to better performance

Answer: C,D,E (LEAVE A REPLY)

To improve the performance of Salesforce CPQ, enabling sales reps to quickly generate and send quotes, an admin can undertake the following steps:

C . Ensure Salesforce CPQ is upgraded to the latest release: Keeping the CPQ software up to date ensures that users benefit from the latest performance enhancements and bug fixes, which can significantly improve the overall efficiency of the system.

D . Reuse referenced fields across the UI and rules: By reusing fields and minimizing the number of unique calculations or data fetch operations, system load is reduced, which can improve response times and overall performance.

E . Rules that have a narrower evaluation scope will lead to better

performance: Configuring rules to operate within a narrower scope means that fewer

calculations are necessary during each transaction, which speeds up the quote generation process.

These steps are aligned with best practices in system optimization, focusing on maintaining up-to-date software, efficient use of system resources, and strategic rule configuration to enhance performance.

NEW QUESTION: 38

What Planning Strategies Should be taken to Make User Acceptance Testing(UAT) efficient?(Choose 3 options)

- A.** Execute all tests on behalf of the customer
- B.** Define and agree on acceptance criteria with customer
- C.** Issue change orders for all incidents that arise during testing
- D.** Train UAT testers on the new functionality
- E.** Finalize test plans before the build Phase completes

Answer: B,D,E (LEAVE A REPLY)

User acceptance testing (UAT) is a process of verifying that a software solution meets the business requirements and expectations of the end users. UAT is usually performed in a test environment by a representative group of users before the software is deployed to production. UAT is essential for ensuring the quality, usability, and functionality of the software, as well as the satisfaction and adoption of the users. To make UAT efficient, some of the planning strategies that should be taken are:

Define and agree on acceptance criteria with customer: Acceptance criteria are the specific and measurable conditions that the software must meet to be accepted by the customer. They are derived from the business requirements and user stories, and they serve as the basis for designing and executing the UAT test cases. Defining and agreeing on the acceptance criteria with the customer before the UAT phase ensures that both parties have a clear and common understanding of what constitutes a successful outcome, and reduces the risk of ambiguity, confusion, or disagreement during the testing process. 12

Train UAT testers on the new functionality: UAT testers are the end users who will evaluate the software and provide feedback on its performance, usability, and suitability for their needs. They should be familiar with the business processes and workflows that the software supports, as well as the new features and enhancements that are being tested.

Training the UAT testers on the new functionality before the UAT phase helps them to prepare for the testing activities, understand the expected behavior and results of the software, and identify and report any issues or defects that they encounter. Training also increases the confidence and competence of the UAT testers, and improves the quality and efficiency of the testing process. 34

Finalize test plans before the build phase completes: Test plans are the documents that outline the scope, objectives, approach, resources, schedule, and deliverables of the UAT phase. They specify the test cases, scenarios, data, tools, and methods that will be used to verify the acceptance criteria of the software. Finalizing the test plans before the build phase completes ensures that the UAT

phase is well-planned, organized, and ready to start as soon as the software is delivered to the test environment. It also allows for early detection and resolution of any gaps, risks, or dependencies that may affect the testing process. [5] [6] Reference:

Learn About User Acceptance Testing

User Acceptance Testing Strategies for Large Data Volume Scenarios

5x Salesforce Professional Revenue Cloud Tests 2023

A Guide to Salesforce User Testing (UAT)

NEW QUESTION: 39

A Subscription-based company has a Revenue Cloud user story to replace their legacy system which states "As a Sales User, I need to see my active deals (Including new and renewals opportunities) from the old system carried over to the new Salesforce CPQ system once we go-live".

What are the relevant objects that will store the extracted information from the legacy system?

- A. Accounts, Opportunities, Quotes, Contracts, Products, Order Products
- B. Accounts, Opportunities, Contracts, Subscriptions, Assets, Products
- C. Accounts, Opportunities, Quotes, Contracts, Subscriptions, Products
- D. Accounts, Opportunities, Orders, Contracts, Order Products

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

What does RASIC stand for?

- A. Responsible, Actionable, Supporting, Informed, Consulted
- B. Responsible, Actionable, Supporting, Informed, Communicate
- C. React, Action, Support, Informed, Consulted
- D. Responsible, Accountable, Supporting, Informed, Consulted

Answer: ([SHOW ANSWER](#))

RASIC is an acronym used in project management to define the roles and responsibilities of each person who interacts with the project. Each letter represents a designated role in a task's completion:

R (Responsible): This is the task lead - the individual who is ultimately responsible for getting the job done. There should only be one person responsible.

A (Accountable): This is the person, or people, who will approve or deny the task once it's complete. The person responsible can also play this role, but it can also be a technical expert or stakeholder.

S (Supporting): The individual(s) in this role actively work on the task and help the person responsible.

I (Informed): The individual(s) in this role need to be informed of the task's progress and any decisions being made. These are the people who need to know when the task is complete.

C (Consulted): People in this role offer advice or guidance but do not actively work on the task. These are often subject matter experts who offer guidance or one-time technical reviews¹.

Reference

Defining Roles and Responsibilities on a Project (RASIC) - NexightGroup

NEW QUESTION: 41

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

Answer: B (LEAVE A REPLY)

In Salesforce Revenue Cloud, if price rules are not sufficient to accurately set the quote line list price for a project, the next functionality to consider would be a Quote Calculator Plugin (QCP)¹. A QCP is a JavaScript snippet that you can use to perform complex calculations and manipulations on quote lines¹. It provides a way to customize the calculation sequence that happens when a quote is calculated¹. This can be particularly useful when there are additional calculation steps needed that are not addressed by standard price rules¹. Reference Salesforce Exam Revenue-Cloud-Consultant-Accredited-Professional Questions and Answers - Update Feb 2024

NEW QUESTION: 42

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

Answer: B (LEAVE A REPLY)

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the recommended steps to correct this are as follows:

Allocate the Payment: If the payment has been allocated, the first step is to allocate the payment. This means assigning the payment to the specific invoice it was intended for.

Create a Refund: Once the payment has been allocated, the next step is to create a refund. This will effectively reverse the payment that was made in error.

Create a New Payment for Account B: After the refund has been created, a new payment can be made for the correct account (Account B in this case). This payment should be allocated to the correct invoice on Account B.

It's important to note that these steps ensure that the payment records are accurate and reflect the correct allocation of funds. This is crucial for accurate financial reporting and for maintaining the integrity of the account's payment history.

Reference:

Use Payments to Correct Errors on Posted Refunds - Salesforce

Make a Payment on an Invoice - Salesforce

Payments and Credits - Salesforce

NEW QUESTION: 43

Universal Containers recently migrated legacy contracts and subscriptions into Salesforce in order to facilitate amendments and renewals in CPQ. However, sales users are getting the 'attempt to de-reference a null object' error when amending the legacy contract. What is the most likely cause for the error?

- A.** migrated contracts and subscriptions cannot be amended using Salesforce CPQ
- B.** Amendment of legacy contract and subscription data requires asset-based renewal
- C.** Method required fields are missing or incorrectly populated on the legacy contract and subscription data
- D.** legacy subscription data are missing a lookup to a source quote line record

Answer: C (LEAVE A REPLY)

In Salesforce CPQ, when amending legacy contracts, encountering the 'attempt to de-reference a null object' error often points to issues with the underlying data structure of the migrated contracts and subscriptions. This error typically occurs when required fields are not present or are incorrectly populated, leading to null references in the system's code. It's essential to ensure that all necessary fields on legacy contracts and subscriptions are correctly filled in to support amendments in Salesforce CPQ. This might involve reviewing and correcting the data migration process to ensure that all required fields are accurately populated and that the data integrity is maintained.

NEW QUESTION: 44

A sales rep needs to renew multiple assets acquired at different times with varying expiration dates. When the sales rep selects multiple assets for renewal, they notice that some of the assets have expired.

What should the sales rep do to renew all of the assets?

- A.** Use the Override Renewal Term option, then renew.
- B.** Update the End Dates on the assets to the current dates, then renew.
- C.** Use the Amend option, override the Term, then renew.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 45

A Revenue Cloud customer has posted an invoice and now wants to add on more items from another order associated to that account. Without using invoice batches, how can this be accomplished?

- A. Use bill now on the new Order and consolidate the invoices.
- B. Credit the invoice, add the new order and run an invoice scheduler to pick all the orders up.
- C. Cancel and Rebill the invoice, add the new Order and run an invoice scheduler to pick all the order up.
- D. use bill now on the new order and re-parent the new invoice lines to the existing invoice

Answer: C (LEAVE A REPLY)

NEW QUESTION: 46

A pricing administrator is tasked with providing a system discount based on certain characteristics of a product. The 'Advanced Training product is based on a product classification called Training Training' has five attributes defined, each having a Yes or No option. The pricing administrator marks three attributes on 'Advanced Training' as Price Impacting and then updates Attribute Based Adjustments to finalize all requirements. How many records will this create in the Attribute Discount Entries' lookup table?

- A. 6
- B. 8
- C. 15

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 47

Universal Containers is implementing Revenue Cloud for a business unit that already uses a legacy CPQ system, what consideration should be taken as the implementation partner?

- A. Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system
- B. Transform the customer's business processes, capture new requirements for the new Revenue cloud, technology

C. Keep the legacy CPQ system and build to the gaps in Revenue Cloud so the customer can use both systems to satisfy requirements

D. Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system

Answer: C (LEAVE A REPLY)

When implementing Salesforce Revenue Cloud for a business unit that already uses a legacy CPQ system, the following considerations should be taken:

A Map legacy CPQ system capabilities to ensure there is no loss of logic from the older system: It's important to understand the capabilities of the legacy CPQ system and map these to the new system to ensure that there is no loss of functionality or business logic¹².

B . Transform the customer's business processes, capture new requirements for the new Revenue Cloud technology: Implementing a new system like Revenue Cloud often requires a transformation of existing business processes. It's crucial to capture new requirements that align with the capabilities of Revenue Cloud¹³.

D . Customize Revenue Cloud's user interface so the customer experiences no major interruption to the new system: To ensure a smooth transition, it can be beneficial to customize the user interface of Revenue Cloud to match the look and feel of the legacy system. This can help minimize disruption for end users¹⁴.

Reference

Salesforce Introduces Revenue Cloud to Help Businesses Accelerate Revenue Growth Across Any Channel -Salesforce Sales
Salesforce Revenue Cloud: A Guide |

BillingPlatform CRM Implementation Considerations- Salesforce The Ultimate Guide to Salesforce CRM and CPQ Integration Oracle CPQ Cloud and Salesforce.com Integration

NEW QUESTION: 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. Unallocate the Payment if allocated, create a refund and then create a new payment for Account B

B. Unallocate the payment if allocated and reparent the payment to Account B

C. Allocate the Payment to an invoice on Account B.

D. Set the payment status to cancelled and create a new payment on Account B.

Answer: (SHOW ANSWER)

In Salesforce Revenue Cloud, if a cash payment has been posted to the wrong account by mistake, the appropriate steps to correct this would be to first unallocate the payment if it has been allocated. This means that the payment is no longer linked to any particular invoice or order¹. Once the payment has been unallocated, a refund should be created for the incorrect payment¹. After the refund has been processed, a new payment can then be created for the correct account (Account B in this case)¹. This ensures that the payment is correctly associated with the right account and invoice¹. Reference Salesforce Revenue-Cloud-Consultant-Accredited-Professional Quiz 1

NEW QUESTION: 49

A Revenue Cloud Consultant is creating a persona-based permission set group to allow users to create and update records and to test bundle configurations in Product Catalog Management and Browse Catalog. Which set of permissions is required for this persona?

- A.** Product Catalog Management Designer Product Configuration Rules Designer Product Configurator
- B.** Product Catalog Management Designer Product Discovery User Product Configurator
- C.** Product Catalog Management Designer Advanced Configurator Designer Product Discovery User

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 50

A user reports they are unable to see the Managed Asset Viewer on Account record pages. A Revenue Cloud Consultant investigates and confirms that the Managed Asset Viewer component has not been added to the Account record page. How should the consultant ensure that users can view and edit asset data using the Managed Asset Viewer?

- A.** Verify that the user has the Revenue Lifecycle Management license. Then, enable the Assets-related list on the Account record page to show the Managed Asset Viewer.
- B.** Assign the user a permission set that grants Read access to Account record pages and Read access to Assets. Next, drag it onto the Account page layout.
- C.** In Lightning App Builder, drag the Managed Asset Viewer to the Account record page. Select the checkbox to show the side panel when a user clicks a record link.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 51

A product has a list price of US\$15,000. An attribute-based price override of \$12,000 is applied first, followed by a \$1,000 bundle-based adjustment discount and a 10% manual discount at the end of the product sale.

What will be the final price of the product shown in the net price column of the Transaction Line Editor of a quote line item for this product?

- A.** \$9,900
- B.** \$9,500
- C.** \$1,800

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 52

A revenue cloud consultant surveys a customer's sales cloud implementation and discovers multiple triggers, work flows and flow process applied to the opportunity object.

What is the most appropriate recommendation to the customer before designing a revenue cloud solution?

- A. Recommend the current automations are appropriate, optimize further if necessary.
- B. Recommend using a single automation type for best performance
- C. Recommend continued use of multiple automation types where revenue cloud capabilities cannot address the business requirement.
- D. Recommend to enable the CPQ Package setting for "Large Quote Threshold" to an appropriate value in order to prevent future performance.

Answer: B (LEAVE A REPLY)

In the context of a Salesforce Revenue Cloud implementation, encountering multiple triggers, workflows, and flow processes applied to the Opportunity object can lead to complexity and performance issues. The best practice in such scenarios is to consolidate automation into a single type (trigger, process builder, or flow) for optimal performance and maintainability. This approach simplifies the automation architecture, making it easier to manage, debug, and enhance over time. It also reduces the risk of conflicts between different automations and minimizes the processing time, thereby enhancing the system's overall performance and reliability.

NEW QUESTION: 53

Sales users at a company do not want to select a catalog every time they choose products from Product Discovery because they only have one catalog. What should a consultant do to ease the sales users' experience using out of the box capabilities?

- A. Skip creating catalogs and use Product records directly.
- B. Select default catalog under Product Discovery Settings,
- C. Customize the Product Discovery flow.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 54

Which topic of discussion comes first in a Salesforce CPQ Scoping Session?

- A. Business Process Mapping
- B. Quote Document and e-signature
- C. Order Management
- D. Products and Bundles

Answer: A (LEAVE A REPLY)

In a Salesforce CPQ Scoping Session, the first topic of discussion is typically Business Process Mapping. This involves understanding the current business processes and identifying areas where Salesforce CPQ can provide improvements. It's an essential step in the scoping process as it helps to define the project's scope and identify potential challenges early on. The other topics like Quote Document and e-signature, Order Management, and Products and Bundles are also important but they usually come after the business processes have been mapped and understood.

Reference

Get Started with Salesforce CPQ Unit | Salesforce Trailhead

CPQ Scoping Questionnaire? : r/salesforce -Reddit

How To: Salesforce CPQ: Build a Bundle

NEW QUESTION: 55

Universal Containers (UC) has created its own custom formula field called Annual Contract Value on the Asset object. UC would like to view this field during the selection of Assets for amendment/renewal.

How should a consultant enable this behavior?

- A.** Modify the Asset related list on Page Layout.
- B.** Modify the screen flows in the amend, renew, and cancel flow.
- C.** Modify the Managed Asset Viewer component on the Lightning page

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 56

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 57

Some of the users at universal containers have faced long processing times during quote document generation. What can be done to reduce the processing times for document generation?

- A.** Reducing the number of product rules and option constraints
- B.** increase the number of product ofproduct rules and option constraints
- C.** using compressed image formats for image files included in the quote document
- D.** reducing the number of quote line fields displayed in the quote line editor
- E.** reducing the number of line columns that are included in the quote document

Answer: ([SHOW ANSWER](#)**)**

Reducing processing times during quote document generation in Salesforce CPQ can be achieved through various optimizations. One effective method is using compressed image formats for image files included in the quote document. This reduces the file size of the images, leading to faster loading and processing times when generating quote documents. While the specific reference to this practice is not directly available in the provided

Salesforce Revenue Cloud documents, it is a widely recognized optimization technique in document generation processes to enhance performance and reduce loading times.

NEW QUESTION: 58

Universal Containers sell boxes based on size, Price for a specific product is based on the selection of length and width and height, which CPQ pricing functionality should be used here?

- A. Discount Schedule
- B. Multi Dimensional Quoting
- C. Percent of total
- D. Price Rule with lookup table

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 59

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

Answer: A ([LEAVE A REPLY](#))

Contracted Pricing is the object that stores the negotiated prices and discounts for each account and product combination. Contracted Pricing allows sales users to create new quotes with the same pricing terms that were agreed upon in previous contracts, without having to manually adjust the prices or discounts. Contracted Pricing also enables businesses to maintain pricing consistency and accuracy across different channels and systems. To use Contracted Pricing, legacy data from accounts, contracts, and quotes need to be loaded into the Contracted Pricing object, along with the relevant price book entries and product options. 12 Reference:

Contracted Pricing - Salesforce

Migrate Legacy Data to Contracted Pricing - Salesforce

NEW QUESTION: 60

A hardware company sells bundles that consist of commercial products. All products are required to be shipped, and they have a corresponding technical product called Shipping Service. For some of the company's customers, multiple instances of fulfillment products are generated. The fulfillment designer does not want to ship each of those commercial products separately. What should the Decomposition Scope be for all these products to allow all products to ship together?

- A. Bundle
- B. Account
- C. Order

Answer: C ([**LEAVE A REPLY**](#)**)**

NEW QUESTION: 61

A solution is being designed for migrating a customer's install base to Revenue Cloud. The customer states that it is extremely critical for the installed base to work fine in Revenue Cloud so that there is no business disruption, as a large part of their business is Amendments and Renewals.

Apart from the Product, Product Selling Model, and Pricebook, which other key objects should be included in the discovery to help design this migration?

- A. Asset, Subscription, Subscribed Asset, Order
- B. Quote, Quote Line, Order, Order Product
- C. Asset, Asset Action, Asset State Period, Asset Action Source

Answer: C ([**LEAVE A REPLY**](#)**)**

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NEW QUESTION: 62

The order management plugin functionality allows the architect to override which of the following default package behavior in salesforce CPQ?

- A. Set the activation date
- B. Set the billing day of the month
- C. Set the order end date
- D. Set the order start date

Answer: B ([**LEAVE A REPLY**](#)**)**

In Salesforce CPQ, the Order Management plugin functionality provides flexibility in customizing the default package behavior, including the ability to set the activation date for orders. This feature allows for greater control over the order management process, enabling organizations to align the activation dates of their orders with their specific business requirements. By overriding the default behavior, businesses can ensure that the activation dates are set in a manner that is consistent with their operational workflows, contractual obligations, or customer agreements. This capability is part of Salesforce

CPQ's broader set of features designed to provide customizable solutions to complex quoting and order management challenges.

NEW QUESTION: 63

A Revenue Cloud Consultant wants to inherit all the standard components of the standard context SalesTransactionContext, such as nodes, attributes, and mappings from a standard context definition, and customize the definition by adding new components. The consultant also wants to ensure that they can easily obtain the upgraded standard components as needed, based on the latest version, without losing any of the customization* that were made.

What should the consultant do to achieve this?

- A.** Clone SalesTransactionContext.
- B.** Extend SalesTransactionContext.
- C.** Upgrade SalesTransactionContext.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 64

A customer would like to begin implementing Revenue Cloud to better manage their company's selling, fulfilling, and financial processing.

Which strategy should the company use for a successful Revenue Cloud implementation?

- A.** Assemble a team with expertise in Quote-to-Cash processes, create a phased plan covering core setup, and scoping for activities such as data migration and customization.
- B.** Immediately enable all Revenue Settings, create all user profiles, and assign all recommended permission sets to the System Administrator to accelerate the technical configuration.
- C.** Prioritize the setup of developer tools like IDX Workbench and Postman, and focus primarily on custom Apex and Lightning Web Component development to meet unique business needs.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 65

What is the most Scalable way to set the legal Entity on the Order Product and OrderProduct Consumption Schedule?

- A.** Use a Workflow
- B.** Use a Custom Setting
- C.** Use a Quote Calculator Plugin(QCP)
- D.** Use a Flow that is triggered when the record is created and run before the record is saved.

Answer: ([SHOW ANSWER](#))

A Flow is a scalable way to set the legal entity on the order product and order product consumption schedule because it allows you to automate complex business logic without

writing code. A Flow can be triggered when a record is created and run before the record is saved, which means that you can assign the legal entity to the order product and order product consumption schedule before they are inserted into the database. This way, you can ensure that the order product and order product consumption schedule have the correct legal entity for the billing, tax, and revenue recognition treatments that are applied to them. A Flow also gives you more flexibility and control over the logic and criteria for setting the legal entity, compared to a workflow or a custom setting. A Quote Calculator Plugin (QCP) is not a scalable way to set the legal entity on the order product and order product consumption schedule because it is a custom code solution that requires development and maintenance. A QCP also runs after the order product and order product consumption schedule are created, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow or a custom setting are also not scalable ways to set the legal entity on the order product and order product consumption schedule because they have limitations and drawbacks, such as: A workflow can only run after the record is created and saved, which means that you have to update the legal entity after the record is saved, which can cause data validation issues. A workflow can only execute simple logic and actions, such as field updates, email alerts, tasks, and outbound messages. It cannot perform complex logic or actions, such as loops, conditions, variables, or invocations of other processes or services. A custom setting is a type of custom metadata that stores data that can be accessed by formulas, validation rules, flows, Apex, and the SOAP API. However, a custom setting is not a good way to store data that changes frequently or varies by user or profile, such as the legal entity. A custom setting also requires manual configuration and maintenance, which can be error-prone and time-consuming. Reference:

Legal Entities

Automation Guidelines for Orders and Order Products

Flow Builder

NEW QUESTION: 66

After installing salesforce CPQ in your customer Sandbox org you notice unacceptable performance times as the primary quote syncs to the opportunity its determined the cause for sub optimal performance is attribute to 30 process builders referencing the quote and opportunity along with other heavy customization that was previously created. what strategy should the revenue cloud consultant recommend to the customer?

A. baseline current performance recommend to identify and address the technical debt first before designing the revenue cloud solution categorize the subpar customizations as 'out of scope'. processed with design and build, and address performance issues as the final task in UAT

B. Architect the revenue cloud solution to follow suit by

C. upgrade the org to the latest CPQ and billing release, this will largely address the performance issues

D. extending customization using coding best practices to improve scalability

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 67

During a Revenue Cloud project, how should the team align stakeholders and roles to ensure a successful implementation?

A. Assign power users only for testing, review dependencies at deployment, and limit role mapping to technical phases.

B. Identify champions and power users early, plan cross-team dependencies, and map roles to all project phases.

C. Choose one champion per team, engage stakeholders mainly during build and test, and map roles later.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 68

Universal Containers is expanding into French and German speaking regions. The team wants to ensure that product names and descriptions appear in the correct language when customers browse the catalog via APIs.

Which configuration is required to support this multilingual API response?

A. Provide data translations using standard Salesforce Product2 APIs and Product Details API.

B. Enable data translation and provide values via the Product List API and Product Details API

C. Use data translation via Translation Workbench to modify the metadata API and Product List API.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 69

A Revenue Cloud Consultant is configuring Invoice Management for a multi-national corporation operating in several countries, each of which has its own tax rules and invoicing regulations. The consultant needs to ensure that billing and tax calculations are applied correctly for each region.

Which object should the consultant use to represent each regional business unit and define its specific billing and tax configurations?

A. Legal Entity

B. Billing Schedule Group

C. Billing Profile

Answer: A ([LEAVE A REPLY](#))

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