

# Online Salesforce Ind-Dev-201 Practice Test



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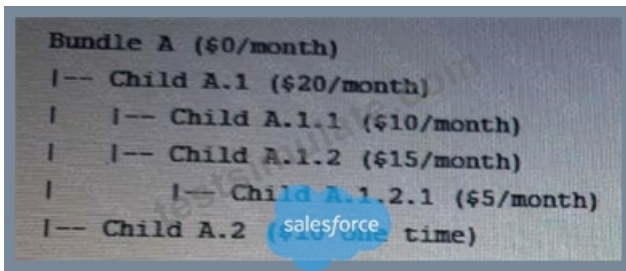
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our Ind-Dev-201 exam guide has not equivocal content that may confuse exam candidates. All question points of our Ind-Dev-201 study quiz can dispel your doubts clearly. Get our Ind-Dev-201 certification actual exam and just make sure that you fully understand it and study every single question in it by heart. And we believe you will get benefited from it enormously beyond your expectations with the help our Ind-Dev-201 Learning Materials.

## **Salesforce Certified Industries CPQ Developer Sample Questions (Q210-Q215):**

### **NEW QUESTION # 210**

A developer create a new bundle with 3 levels of child products, as shown below.



To test the new bundle, the developer adds it to the Cart, but only the parent product displays. What is causing this issue?

- A. The bundle's hierarchy exceeds the limit of 2 levels of child products.
- B. One of the child products has an incorrect Selling Start Date or End Date.
- **C. The product hierarchy data in the platform cache has not been refreshed.**
- D. The bundle is trying to roll Up monthly prices, and one of the child products has a one-time price.

**Answer: C**

Explanation:

If only the parent product displays when adding a new bundle with multiple levels of child products to the Cart, it's likely that the platform cache has not been refreshed to include recent changes or additions: B. The product hierarchy data in the platform cache has not been refreshed. Refreshing the cache ensures that all the latest data, including hierarchical relationships among the products within a bundle, is up-to-date. This step is crucial especially after adding new products or making structural changes to existing product configurations.

#### NEW QUESTION # 211

Which of these uses a calculation of the base price?

- A. Pricing element override
- **B. Pricing element adjustment**
- C. Price list

**Answer: B**

Explanation:

\* A. Pricing element adjustment: A pricing element adjustment often involves calculations that directly utilize the base price of a product. These adjustments modify the base price to finalize the selling price based on various factors such as customer segment, purchase volume, or promotional offers.

#### NEW QUESTION # 212

To decrease the price of a product in a promotion, you:

Note: This question displayed answer options in random order when taking this Test.

- A. Add another price list entry to the product.
- **B. Use a pricing element adjustment.**
- **C. Use a pricing variable.**
- D. Edit the base price.
- E. Create a rule.
- F. Use a pricing element charge.

**Answer: B,C**

Explanation:

To decrease the price of a product in a promotion in Salesforce Industries CPQ, the following methods are used:

\* Use a pricing element adjustment (A): This involves adjusting specific pricing elements that make up the total price of the product, such as discounts or surcharges.

\* Use a pricing variable (E): This allows for the dynamic calculation of prices based on variables defined within the promotion, which can be configured to reduce the product price under certain conditions.

These techniques provide a high degree of flexibility and precision in pricing adjustments, enabling tailored pricing strategies that can

adapt to various promotional conditions and customer interactions.

### NEW QUESTION # 213

Which of these is required to ensure the Guided Selling cart moves the order to the next stage?

Note: This question displayed answer options in random order when taking this Test.

- A. getCartItems
- B. vlcCart
- C. CpqAppHandler
- D. createCart
- E. submit
- F. getCartProducts
- G. done
- H. putCartItems
- I. postCartItems
- J. Hicheckout

**Answer: E**

Explanation:

To ensure the Guided Selling cart moves the order to the next stage in Salesforce Industries CPQ, the "submit" action (J) is essential. This action is typically part of the workflow defined in the OmniScript or within the Guided Selling process, where it formally progresses the order after all necessary information has been captured and validated. The "submit" action is what triggers the order to move from the configuration or selection stage to final approval and processing stages.

References:

- \* Salesforce Industries CPQ Developer Documentation.
- \* Integration and process flow settings in Salesforce Industries CPQ.

### NEW QUESTION # 214

Felix, the CPQ administrator, needs to ensure that when gold SLA customers order the Installation service product, the Installation Service product's service level attribute is set to "Full Service." What type of rule can he use to do that?

Note: This question displayed answer options in random order when taking this Test.

- A. An advanced rule of type Eligibility that includes an entity filter on Account.SLA and a product relationship of type Auto Add.
- B. A context rule with a context mapping that evaluates the Account.SLA and a function to modify attributes
- C. An advanced rule of type Configuration that includes an entity filter on Account.SLA and a product relationship of type Modify Attributes
- D. A context rule with a context dimension that invokes a function to modify attributes on the line item with a context mapping on Account.SLA

**Answer: C**

Explanation:

To ensure that the Installation service product's service level attribute is set appropriately based on the customer's SLA level, the correct type of rule in Salesforce Industries CPQ is:

- \* A. An advanced rule of type Configuration that includes an entity filter on Account.SLA and a product relationship of type Modify Attributes - This rule type allows Felix to configure the product attributes based on the customer's SLA by filtering on the Account.SLA attribute and modifying the product's attributes accordingly.

### NEW QUESTION # 215

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