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Salesforce Certified Industries CPQ Developer Sample Questions (Q219-Q224):

NEW QUESTION # 219

Which of these enables you to assign two base prices to a product?

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

- A. A price list entry
- B. Using price lists
- C. Using an adjustment
- D. Using an override

Answer: A

Explanation:

Assigning two base prices to a product in Salesforce Industries CPQ can be accomplished through the use of multiple price list entries. Each price list entry can specify a different base price for the same product under different conditions or for different markets. This approach allows businesses to adapt their pricing strategies flexibly across different customer segments or geographic areas, ensuring that the pricing reflects the market conditions or strategic objectives.

NEW QUESTION # 220

What does the affectivity date for a product's price list entry control?

- A. Whether an adjustment or an override can be used to discount the product
- B. Whether a pricing element can be paired with a pricing variable
- C. Whether a pricing element is used or not
- D. Whether the product displays in the Products list of the cart

Answer: D

Explanation:

The affectivity date for a product's price list entry in Salesforce Industries CPQ controls whether the product displays in the Products list of the cart. This date defines the period during which a specific price list entry is valid. If the current date falls within the affectivity date range, the product and its associated pricing are considered active and will display in the cart's product list. This helps manage the availability of products for sale based on temporal pricing strategies or promotional periods.

NEW QUESTION # 221

Which of these do you create to indicate the type of price that will be assigned to the product?

- A. Pricing element
- B. Pricing variable
- C. Price list entry
- D. Price list

Answer: C

Explanation:

In Salesforce Industries CPQ, to indicate the type of price that will be assigned to a product, you create a "Price List Entry". This component specifies the actual price of a product or service within a specific price list. Each price list entry defines one price for a product in a given context, such as a specific market or customer segment. It directly ties the product to its pricing under certain conditions, ensuring accurate billing and quoting.

NEW QUESTION # 222

A party is an entity with which a Salesforce customer does business.

- A. False
- B. True

Answer: B

Explanation:

In Salesforce terminology, a 'party' refers to any entity with which a Salesforce customer conducts business. This can include individuals, organizations, or other entities involved in business transactions or interactions.

This broad definition is foundational in Salesforce's architecture, allowing for versatile customer relationship management and tracking of interactions across diverse business models.

NEW QUESTION # 223

MACD or Asset-Based Ordering capabilities are powered by what Vlocity technology?

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

- **A. OmniScript and Vlocity Cart**
- B. Vlocity Rules
- C. Vlocity Cart
- D. OmniScript

Answer: A

Explanation:

MACD (Move, Add, Change, Delete) or Asset-Based Ordering capabilities within Salesforce Industries (formerly Vlocity) leverage the combination of OmniScript and Vlocity Cart technologies. OmniScript is used to design and run guided selling processes, creating dynamic user interfaces that can guide users through complex processes such as configuring a product or service. Vlocity Cart complements this by providing a flexible shopping cart experience that supports the unique aspects of managing assets and subscriptions in industries like telecommunications and utilities. This combination allows users to perform MACD operations effectively, managing the lifecycle of assets directly from the Salesforce platform.

NEW QUESTION # 224

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