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Salesforce Certified Industries CPQ Developer Sample Questions (Q249-Q254):

NEW QUESTION # 249
The affectivitytime frame for a product's pricing charge:
Note: This question displayed answer options in random order when taking this Test.

- A. Can cause a pricing element to no longer be used
- B. Can determine whether an adjustment or an overridecan be used to discount the product
- C. Can be paired with a pricing variable to determine frequency
- D. Can affect whether the product displays in the Products list of the cart

Answer: A

Explanation:
The affectivity time frame for a product's pricing charge in Salesforce Industries CPQ: C. Can cause a pricing element to no longer be used: Affectivity dates define when a pricing element is valid. If the current date falls outside the defined affectivity period, the

pricing element (like a specific charge or discount) becomes inactive and is not applied to transactions.

Affectivity time frames are critical for ensuring that pricing remains relevant and accurate, reflecting temporal changes in pricing strategies, such as promotions or seasonal adjustments.

References:

* Salesforce Industries CPQ Pricing Configuration Guide.
* Best practices for managing pricing affectivity in Salesforce Industries CPQ.

NEW QUESTION # 250

Discounts can only be created in the Product Console

- A. False
- B. True

Answer: A

Explanation:

* B. False: Discounts are not exclusively created in the Product Console within Salesforce Industries CPQ. They can also be managed and configured through other areas of the system such as the pricing setup or directly within the promotion and discount management modules. This flexibility allows for broader administrative control and customization of discounts beyond just product-specific settings.

NEW QUESTION # 251

The take-me-there feature in the Cart:

- A. Directs you to the customer account page
- B. Provides optional guidance on item configuration
- C. Takes you to the product configuration in the master product catalog
- D. Shows you where more details are needed to complete the order

Answer: D

Explanation:

* D. Shows you where more details are needed to complete the order: The "take-me-there" feature in the Cart is designed to assist users by navigating them directly to areas within the order or configuration that require additional information or correction. This helps streamline the configuration process and ensures that all necessary details are provided before submission.

NEW QUESTION # 252

When assigning a context rule, what context rule component is actually assigned?

- A. Context dimension
- B. Context rule
- C. Context rule set
- D. Context mapping

Answer: C

Explanation:

When assigning a context rule in Salesforce Industries CPQ, the component that is actually assigned is the Context rule set. This is because:

* Context rule sets contain one or more context rules which define specific business logic or conditions.
* When applying context rules to scenarios in the CPQ process, you assign a context rule set that encapsulates the required rules. This allows for better organization and reusability of rules across different products or situations.

NEW QUESTION # 253

Asset-based ordering capabilities are powered by which OmniStudio features?

- **A. FlexCards and OmniScript**
- B. Calculation Procedures and Matrices
- C. OmniScript and Integration Procedures
- D. OmniScript and Calculation Matrices

Answer: A

Explanation:
Asset-based ordering capabilities in Salesforce Industries CPQ are primarily powered by "FlexCards and OmniScript." FlexCards provide a flexible, configurable interface for displaying asset data, while OmniScript facilitates the scripting of interactive processes that manage and guide the user through asset-based ordering activities. Together, these features allow for dynamic and visually rich asset management and ordering processes, supporting complex business logic and user interactions effectively within the CPQ solution.

NEW QUESTION # 254
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