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Salesforce Certified Industries CPQ Developer Sample Questions (Q148-Q153):

NEW QUESTION # 148

Context Dimension Domain Types include:

- A. Object Lookup
- B. Picklist
- C. All of the above
- D. Type In

Answer: C

Explanation:

* D. All of the above: Context Dimension Domain Types in Salesforce Industries CPQ include a variety of formats such as Picklist, Object Lookup, and Type In. These types provide different ways of defining and accessing data for context dimensions, offering

flexibility in how rules are configured and how they interact with data within Salesforce.

NEW QUESTION # 149

In Guided Selling, which of these updates the items in the cart?

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

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

Answer: B

Explanation:

In Guided Selling within Salesforce Industries CPQ, the method putCartItems is used to update the items in the cart. This method is part of the cart's API that allows for the modification of cart items, such as updating quantities, changing configurations, or applying discounts. This functionality is crucial in ensuring that the cart reflects the most current selections and configurations chosen by the user or dictated by system logic.

NEW QUESTION # 150

Which of these is part of a pricing element? (Choose TWO)

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

- A. The currency code
- B. The charge (amount)
- C. Whether the charge is a cost or price
- D. The price category

Answer: B,D

Explanation:

In Salesforce Industries CPQ, components of a pricing element include: A. The price category: This categorizes the pricing logic applied, such as standard pricing, promotional discounts, or custom pricing. C.

The charge (amount): This is the actual price or cost associated with the pricing element, whether it's a fixed amount, a percentage discount, or any other price adjustment.

These elements are critical in defining how prices are structured and applied within Salesforce Industries CPQ, ensuring clear pricing strategies are maintained across products and sales.

References:

* Salesforce Industries CPQ Pricing Configuration Guide.

* Detailed descriptions of pricing elements in Salesforce Industries CPQ documentation.

NEW QUESTION # 151

What could be wrong if a promotion does not appear THREE) in the Promotions list of the cart? (Choose Note: This question displayed answer options in random order when taking this Test.

- A. The promotion status is not active.
- B. No time plan is assigned to the promotion.
- C. No time policy is assigned to the promotion.
- D. The Effective Until date of the promotion is in the past.
- E. The Effective From date of the promotion is missing.

Answer: A,D,E

Explanation:

If a promotion does not appear in the Promotions list of the cart in Salesforce Industries CPQ, several factors could be responsible:

* The Effective From date of the promotion is missing (A): A missing effective date means that the promotion does not have a defined start time, which can prevent it from appearing in the list.

* The Effective Until date of the promotion is in the past (B): If the effective until date is already past, the promotion is considered expired and will not be displayed.

* The promotion status is not active (C): For a promotion to be available and visible in the cart, its status must be set to active. An inactive status will hide the promotion from users.

These conditions are essential for managing the lifecycle and visibility of promotions within the CPQ system, ensuring that only current and relevant promotions are available for selection.

NEW QUESTION # 152

Sarah works from home and her internet connectivity is dropping sporadically making it difficult to get her work done. She has increasingly become dissatisfied with her internet provider and finally has reached her breaking point. Sarah calls her internet provider to complain. In an attempt to remedy the situation, the CSR offers Sarah 20% off her monthly charges for the next 12 months. Sarah accepts. What type of discount is described in this scenario?

- A. Order-Based
- B. Account-Based
- C. Contract-Based

Answer: C

Explanation:

In this scenario, the discount offered by the customer service representative (CSR) to Sarah is a contract-based discount. This type of discount is applied as part of an agreement or contract renegotiation in response to a specific issue or to retain a customer, in this case, due to dissatisfaction with the service. The discount applies to future billing cycles (12 months), indicating it modifies the terms of the ongoing service contract rather than just a single order or account-wide policy.

NEW QUESTION # 153

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