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Learning is sometimes extremely dull and monotonous, so few people have enough interest in learning, so teachers and educators have tried many ways to solve the problem. Research has found that stimulating interest in learning may be the best solution. Therefore, the Ind-Dev-201 prepare guide' focus is to reform the rigid and useless memory mode by changing the way in which the Ind-Dev-201 Exams are prepared. Ind-Dev-201 practice materials combine knowledge with the latest technology to greatly stimulate your learning power. By simulating enjoyable learning scenes and vivid explanations, users will have greater confidence in passing the qualifying exams.

Salesforce Certified Industries CPQ Developer Sample Questions (Q107-Q112):

NEW QUESTION # 107

Choose the correct flow in the order-capture process.

- A. Opportunity to order to asset
- B. Opportunity to quote to order to asset
- C. Opportunity to order to quote to asset
- D. Quote to opportunity to order

Answer: B

Explanation:

* B. Opportunity to quote to order to asset: The correct flow in the order capture process within Salesforce Industries CPQ involves moving from an opportunity, where potential sales are identified, to creating a quote, which outlines the terms and pricing. Once the quote is accepted, it is converted into an order, and finally, once the order is fulfilled, the products involved in the transaction are recorded as assets in the customer's account.

NEW QUESTION # 108

In the context of order cancellation, how is a supplemental order created?

- A. Similar to any other New Order, but the OrderType field is :e:'Supplemental' in the picklist
- B. Automatically by OM when an order is canceled
- C. The same way any other order 's created
- D. Automatically by CPQ when an order s canceled

Answer: A

Explanation:

In the context of Salesforce Industries CPQ and OM, when an order is canceled and a supplemental order needs to be created, this is done similarly to creating any new order. However, the specific distinction for a supplemental order lies in setting the OrderType field to "Supplemental" from the picklist. This categorization helps in managing and tracking these orders separately, ensuring they are handled correctly through the order fulfillment and management process.

NEW QUESTION # 109

Which are the primary user interface components that make up Vlocity Cart?

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

- A. Product List, Cart Line Items, Total Bar, Configuration Modal Bar
- B. Cart Header, Product List, Cart Line Items, Pricing Window
- C. Cart Header, Product Catalog, Cart Line Items, Total Bar
- D. Cart Header, Product List, Cart Line Items, Total Bar

Answer: D

Explanation:

The primary user interface components that make up the Vlocity Cart are:

* Cart Header, Product List, Cart Line Items, Total Bar (A): These components represent the main areas of interaction within the Vlocity Cart.

* Cart Header: Shows the overall information about the cart like customer details or context.

* Product List: Lists all the products available for selection.

* Cart Line Items: Displays the products that have been added to the cart along with their configurations.

* Total Bar: Provides a summary of the total costs, including any discounts or adjustments.

NEW QUESTION # 110

What do you use to take 20% off the price of a child product in a promotion?

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

- A. A price list
- B. An adjustment
- C. A price list entry
- D. An override

Answer: B

Explanation:

To take 20% off the price of a child product in a promotion, you would use an "adjustment." Adjustments in Vlocity CPQ allow for the modification of prices by a percentage or fixed amount, directly influencing the price based on specific promotional rules or conditions. This method is highly effective for applying discounts in a dynamic and flexible manner, accommodating various promotional strategies.

NEW QUESTION # 111

In Vlocity Context Rules, what is a context mapping?

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

- A. A variable that stores rule condition values
- B. a link to data stored in sObjects, calculated using a function, or typed in during design-time
- C. The relational path from a root sObject, such as an Order, to related sObjects, such as Account
- D. A multi-dimensional array of sObject data

Answer: C

Explanation:

In Salesforce Industries CPQ (formerly Vlocity), a context mapping is defined as the relational path from a root sObject, such as an Order, to related sObjects, such as Account. This allows the CPQ tool to understand how different data elements relate to each other within the context of the application, enabling dynamic behavior based on relationships between data stored across multiple sObjects. This is crucial for setting up rules that operate based on the broader context of a transaction or customer interaction, rather than isolated data points.

References:

- * Salesforce Industries CPQ Developer Guide
- * Contextual data modeling in Salesforce CPQ training materials

NEW QUESTION # 112

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