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## Salesforce Certified Industries CPQ Developer Sample Questions (Q85-Q90):

### NEW QUESTION # 85

The Communications Cloud...

- A. Minimizes order capture and fulfillment.

- B. Includes a shared product catalog
- C. Is based on a three-tier communications data model.

**Answer: B,C**

Explanation:

The Communications Cloud in Salesforce Industries operates with a distinct architecture and feature set:

- \* A. Is based on a three-tier communications data model: This is true as the Communications Cloud utilizes a comprehensive data model specifically designed to manage the complexities of the telecommunications industry. This model includes layers for managing customer information, service subscriptions, and network inventory.
- \* B. Includes a shared product catalog: The Communications Cloud features a shared product catalog that allows for consistent product information management across different channels and customer segments, facilitating a unified approach to product offerings.

### NEW QUESTION # 86

The affectivitytime frame for a product's pricing charge:

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

- A. Can affect whether the product displays in the Products list of the cart
- 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 cause a pricing element to no longer be used

**Answer: D**

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 # 87

How is a context keyed by Digital Commerce APIs?

- A. To price products using attribute-based pricing
- B. To submit an order for processing
- C. To describe the customer in rules processing
- D. To unlock web pages in anonymous sessions

**Answer: C**

Explanation:

In Salesforce Industries CPQ, a context key is used primarily within Digital Commerce APIs to describe the customer during rules processing. This allows the system to tailor the application of business rules based on specific customer attributes or other contextual factors. Context keys serve as identifiers that influence rule execution to customize the experience or offerings for different customer segments, helping in dynamic adjustments such as pricing adjustments, visibility of certain product options, or promotions based on the customer's profile or behaviors.

### NEW QUESTION # 88

Which TWO statuses are seen by default from the Orders tab?

- A. Salesforce Industries Order Status
- B. State of taskwithin an Orchestration Plan
- C. PONR Status

- **D. State of the Orchestration Plan itself**
- E. Salesforce Status

**Answer: A,D**

Explanation:

From the Orders tab in Salesforce Industries CPQ and OM, the two statuses that are typically seen by default are the state of the Orchestration Plan itself and the Salesforce Industries Order Status. The Orchestration Plan status provides insights into where an order is in the overall process flow, which is crucial for managing complex order processes. The Salesforce Industries Order Status gives a clear indication of the current standing of the order within the Salesforce ecosystem, helping stakeholders understand the order's progress and any required actions.

#### **NEW QUESTION # 89**

Deleting an item in Vlocity Cart triggers the applicable CPQ rules and pricing engines to run.

- **A. True**
- B. False

**Answer: A**

Explanation:

In the Salesforce Industries CPQ framework, interactions with the cart, including adding or deleting items, trigger evaluations of applicable rules and pricing recalculations:

\* A. True - Deleting an item from the Vlocity Cart does indeed initiate the re-evaluation of relevant CPQ rules and pricing engines. This ensures that any changes in the cart are reflected immediately in the pricing and that all rules are correctly applied based on the new cart composition.

#### **NEW QUESTION # 90**

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