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## 2026 Salesforce Ind-Dev-201: Salesforce Certified Industries CPQ Developer –Professional Trustworthy Pdf

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## Salesforce Certified Industries CPQ Developer Sample Questions (Q126-Q131):

NEW QUESTION # 126

After you submit an order with the reference app, what should be listed in the confirmation message?

- A. The total cost
- **B. The Order Id**
- C. The Account Id
- D. The cart items

**Answer: B**

Explanation:

\* B. The Order Id: After submitting an order using a reference application in Salesforce Industries CPQ, the confirmation message should ideally include the Order Id. This identifier is crucial as it helps both the customer and the service provider track the order throughout its processing lifecycle, enabling easier management and follow-up.

#### **NEW QUESTION # 127**

Once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration.

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

**Answer: A**

Explanation:

It is false that once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration. Users can modify configurations directly within the cart without needing to remove and re-add items, offering flexibility and efficiency in managing cart contents.

#### **NEW QUESTION # 128**

If the data element is specific to a product or a class of product, you should create which of the below?

- A. Field
- **B. Attribute**

**Answer: B**

Explanation:

When the data element is specific to a product or a class of products within Salesforce Industries CPQ, it should be created as an "Attribute". Attributes in CPQ are used to define specific characteristics or properties of a product that can vary based on customer selections or product variations. This enables a more dynamic configuration process where product offerings can be tailored according to specific customer requirements or market segments.

#### **NEW QUESTION # 129**

Why does Guided Selling need a persistent cart?

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

- A. To fully display the instructions and step titles for each process step
- B. To prevent the regular Vlocity Cart from appearing
- C. To launch the OmniScript from the Vlocity action button and begin the process
- **D. To ensure the cart continues to appear between process steps**

**Answer: D**

Explanation:

In Vlocity Guided Selling, the persistence of the cart is essential to ensure continuity throughout the selling process (B). This persistence means that as a customer or an agent navigates through different steps of the Guided Selling process, the cart retains all items and selections previously made, without needing to restart or lose data between steps. This feature supports a seamless, uninterrupted experience that is crucial for complex configurations and multi-step sales processes.

References:

- \* User experience design principles in Salesforce Industries CPQ.
- \* Technical implementation guides for Guided Selling in Salesforce Industries CPQ.

### NEW QUESTION # 130

A developer is creating a website for a communications company. As part of the site experience, the developer needs to retrieve products and display them to anonymous users for selection.

- A. Cart-Based API - Get List of Products API (getCartProducts)
- B. Cart-Based API - Get Cart Items (getCartItems)
- **C. Digital Commerce API - Get Offers By Catalog (getOffersByCatalogCode)**
- D. Digital Commerce API - Get Offer Details (getOfferDetails)

**Answer: C**

Explanation:

For a developer creating a website to display products for selection by anonymous users, the appropriate API to use is: A. Digital Commerce API - Get Offers By Catalog (getOffersByCatalogCode): This API is designed to retrieve a list of offers, typically product offerings, based on catalog specifications. It is suitable for situations where products need to be displayed publicly, as it can be accessed without requiring user authentication, making it ideal for use with anonymous users.

This API facilitates the easy display of product options to users who are not logged in, supporting scenarios typical in e-commerce and digital marketing platforms.

References:

- \* Salesforce Industries API Documentation.
- \* Developer guide on using Salesforce Digital Commerce APIs.

### NEW QUESTION # 131

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