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>> Valid Ind-Dev-201 Test Pattern <<

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Salesforce Certified Industries CPQ Developer Sample Questions (Q253-Q258):

NEW QUESTION # 253

Lengthy on-boarding for new hires is a business challenge historically faced by telecommunications companies.

- A. True
- B. False

Answer: A

Explanation:

* A. True: Historically, telecommunications companies have faced the challenge of lengthy onboarding processes for new hires due to the complex nature of the industry and the detailed knowledge required.

This includes understanding diverse service offerings, regulatory requirements, and sophisticated technology platforms.

NEW QUESTION # 254

Felix is a Vlocity CPQ administrator, and he needs to create a new context rule for a B2B product that enjoys the full sales cycle of opportunity, quote to order and then to asset. What context scope should he use when he creates his context mapping?

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

- A. Any
- B. Opportunity
- C. Order, Quote, Opportunity and Asset
- D. Order and Quote

Answer: C

Explanation:

When creating a new context rule for a B2B product that spans the full sales cycle (from opportunity through quote, order, to asset), the appropriate context scope to select is Order, Quote, Opportunity, and Asset. This scope ensures that the context rule applies consistently across all stages of the sales and post-sales process, providing a uniform set of conditions and behaviors regardless of the sales stage. Using this comprehensive scope ensures that the rule's effects are applied seamlessly as the transaction progresses through different phases, maintaining consistent business logic throughout the cycle.

NEW QUESTION # 255

Which of the following use cases should be solved using Discounts functionality?

- A. Qualify customers for discounts using a discount code
- B. Evaluate if a customer is eligible for a limited time price reduction
- C. Discount the price as the quantity of product ordered passes certain thresholds
- D. Automatically apply negotiated discounts to customers with existing contracts

Answer: C

Explanation:

The best use case for utilizing the Discounts functionality in Salesforce Industries CPQ is to manage quantity-based discounts. This functionality allows for automatic application of discounts when the quantity of a product ordered reaches certain thresholds. This is particularly useful for incentivizing bulk purchases and efficiently managing pricing adjustments based on volume, which is common in both B2B and B2C scenarios.

NEW QUESTION # 256

Which of these could be considered an adjustment? (Choose TWO)

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

- A. S35 recurring monthly price for B2C customers
- B. S50 off

- C. S12 price for a product on an employee price list
- D. 20%off for 3 months

Answer: B,D

Explanation:

In Salesforce Industries CPQ, when creating a custom pricing plan step for attribute-based pricing in the Default Pricing Plan, it is most effective to place the step between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments. This placement allows the custom step to utilize initialized pricing variables effectively and apply these before any offer adjustments are made. By sequencing it in this manner, the custom pricing logic can accurately reflect the attribute-based conditions before the system calculates the final adjustments based on promotions or other pricing offers.

NEW QUESTION # 257

In Guided Selling, in order to ensure that your script will be portable from your dev org to your production org, you should specify the price list by:

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

- A. Include a key/value pair in the remote action containing the remote method createCart.
- B. Create a key/value pair with SObject being the key and %pricelistId% being the value.
- C. Include the price list Id in the vlcCart settings.
- D. Using a DataRaptor to retrieve the price list Id.

Answer: C

Explanation:

This question is identical to Question No: 134, and the answer remains the same. Including the price list ID in the vlcCart settings is crucial for ensuring the portability of the Guided Selling script across different Salesforce orgs. By centralizing this configuration, the script can adapt to different environments without requiring changes to the core code, facilitating smoother deployments and upgrades.

NEW QUESTION # 258

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