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Salesforce Certified Industries CPQ Developer Sample Questions (Q84-Q89):

NEW QUESTION # 84

Which of these can you use to indicate a child product of a promotion is decreased by \$5.00?

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

- A. Product code
- **B. Adjustment**
- C. Price list adjustment
- D. Redeemable code
- E. Override

Answer: B

Explanation:

To indicate that a child product of a promotion is decreased by \$5.00, you would use an "adjustment." An adjustment in this context

refers to a direct modification of the product's price by a specific amount, in this case, reducing the price by \$5.00. This type of pricing adjustment is straightforward and effective for applying specific monetary discounts to products within a promotion, providing clear and direct financial incentives to customers.

NEW QUESTION # 85

In the line item configuration window of Vlocity Cart, what information can be modified? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. Service account
- B. Applied promotion
- C. Prices
- D. Billing account

Answer: A,D

Explanation:

In the line item configuration window of Vlocity Cart, the information that can be modified includes:

* Service account (A) and Billing account (B):

* Service account: Refers to the account under which the service will be provisioned or managed.

This information is crucial for associating the correct service obligations and tracking.

* Billing account: Determines which account will be billed for the services. This is vital for ensuring correct invoicing and financial management.

NEW QUESTION # 86

Felix is the Vlocity CPQ Administrator, and he's been given specifications for a new version of a wearable tech product that currently exists in his product catalog. Looking closely at the specs, he realizes that the only difference in the new release is that they've changed the available colors. How should he model this product in Vlocity EPC?

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

- A. He should modify the existing color picklist assigned to the existing Wearable object type, which will allow the new color choices to be dynamically inherited.
- B. He should create a new color picklist, and when he creates the new product entry, he can override the attribute picklist that is inherited from its Wearable object type.
- C. He should create a new color picklist and a new color attribute, and then assign them to the new product when he creates it.
- D. He should create a new Wearable object subtype for the new version of the product, and then link the existing color attribute to a new color picklist.

Answer: B

Explanation:

In the scenario where Felix, the Vlocity CPQ Administrator, needs to handle a new version of a wearable tech product with different available colors, the best approach is to create a new color picklist, and when creating the new product entry, override the attribute picklist that is inherited from its Wearable object type. This method allows for specific customization of the product without altering the existing setup for other products that share the same object type.

* Create a new color picklist and override the inherited attribute: This approach maintains the integrity of the existing products and allows new products to have unique attributes that reflect their specific variations.

NEW QUESTION # 87

In Vlocity Context Rules, only one rule set can apply to a promotion.

- A. True
- B. False

Answer: B

Explanation:

In Vlocity Context Rules, it is possible for multiple rule sets to apply to a single promotion. This flexibility allows for more granular

and specific targeting of promotions based on different criteria set within each rule set. By designing the system this way, Vlocity allows administrators to create complex promotional structures that can adapt to various customer scenarios, thereby enhancing the effectiveness of promotional campaigns within the Vlocity CPQ environment.

NEW QUESTION # 88

Which types of rules can you write using context rules? {Choose TWO}

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

- A. Penalty
- **B. Compatibility**
- C. Configuration
- **D. Qualification**

Answer: B,D

Explanation:

In Salesforce Industries CPQ, context rules are used to define business logic that can control the behavior of the configuration engine based on the data provided. The types of rules that can be created using context rules include Qualification and Compatibility. Qualification rules determine if a product or configuration meets specific criteria to be eligible for selection or promotion, while Compatibility rules ensure that selected products or options are compatible with each other within the configuration.

NEW QUESTION # 89

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