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Salesforce Ind-Dev-201

Salesforce Certified Industries CPQ Developer

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Salesforce Certified Industries CPQ Developer Sample Questions (Q186-Q191):

NEW QUESTION # 186

Felix is the Vlocity CPQ Administrator, and he's creating a new product bundle that includes a child product.

There can only be one child product at a time in the bundle; it must be added automatically to the cart along with the parent product; and users should be prevented from deleting it. What is the easiest way for Felix to do this?

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

- A. To create a child product with a cardinality of 1, 1, 1
- B. To create an Auto-Add product configuration rule and a Requires product configuration rule
- C. To create a configuration context rule
- D. To set the Auto-Add and No Delete flags

Answer: D

Explanation:

To meet the requirements specified by Felix, the easiest and most effective solution is to use the Auto-Add and No Delete flags for the child product within a product bundle. By setting the Auto-Add flag, the child product is automatically added to the cart whenever the parent product is selected. The No Delete flag prevents users from removing the child product from the bundle once it is in the cart. This combination ensures the child product is always included and retained in the bundle as required, without needing complex configuration rules.

NEW QUESTION # 187

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

- A. False
- B. True

Answer: B

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 # 188

Product models are often aligned with:

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

- A. TMForum eTOM
- B. ANSI 7200
- C. IEEE Telecommunications Template
- D. TMForumSID

Answer: D

Explanation:

Product models in Vlocity and Salesforce Industries CPQ are often aligned with the TMForumSID (Service Information Diagram) framework. This framework provides a comprehensive, industry-agreed blueprint that facilitates clear communication and efficient business processes across various systems and between stakeholders in the telecommunications sector.

* TMForumSID: It is designed to standardize the definitions of services and resources across the enterprise and external service providers, which is critical for the telecommunications industry to ensure consistency and interoperability.

NEW QUESTION # 189

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

Answer: A

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 # 190

Product images can either be URLs to online images or files that are uploaded to Documents.

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

Answer: B

Explanation:

In Salesforce Industries CPQ, specifically within the Vlocity framework, product images can indeed be managed either by URLs pointing to online images or through files uploaded to the Salesforce Documents.

This flexibility allows users to easily manage and update product images in a manner that best suits their operational setup, enabling more dynamic and visually engaging product catalogs.

NEW QUESTION # 191

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