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Salesforce Certified Industries CPQ Developer Sample Questions (Q134-Q139):

NEW QUESTION # 134

Which of these is required to ensure the Guided Selling cart moves the order to the next stage?

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

- A. CpqAppHandler
- B. createCart
- **C. submit**
- D. getCartItems
- E. vlcCart
- F. postCartItems
- G. Hicheckout
- H. putCartItems
- I. done
- J. getCartProducts

Answer: C

Explanation:

To ensure the Guided Selling cart moves the order to the next stage in Salesforce Industries CPQ, the "submit" action (J) is essential. This action is typically part of the workflow defined in the OmniScript or within the Guided Selling process, where it formally progresses the order after all necessary information has been captured and validated. The "submit" action is what triggers the order to move from the configuration or selection stage to final approval and processing stages.

References:

- * Salesforce Industries CPQ Developer Documentation.
- * Integration and process flow settings in Salesforce Industries CPQ.

NEW QUESTION # 135

In an attribute-based pricing matrix, which field is used as the key by the matching algorithm?

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

- A. Source Product RecordId and Source Product Name
- B. Source Product Name
- **C. Source Product Code**
- D. Source Product RecordId

Answer: C

Explanation:

In an attribute-based pricing matrix used in Salesforce Industries CPQ, the "Source Product Code" (A) is the key field used by the matching algorithm. This field uniquely identifies products, allowing the pricing matrix to apply the correct pricing rules based on the attributes associated with each specific product code.

References:

- * Salesforce Industries CPQ Pricing Configuration Guide.
- * Best practices for setting up attribute-based pricing in Salesforce Industries CPQ.

NEW QUESTION # 136

Felix is the Vlocity CPQ administrator, and he has created a new product with no child products in the shared product catalog. What must he do after he has created the product in Vlocity Product Console?

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

- A. No additional steps are needed.
- B. He must run the Product Hierarchy Maintenance job and then the Refresh Pricebook job.
- **C. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job.**
- D. He must clear the platform cache and then run the Refresh Product Hierarchy Maintenance job.

Answer: C

Explanation:

duct catalog, the next steps to ensure proper setup and integration into the existing system are:

- * B. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job: This sequence of actions ensures that

the new product is correctly integrated into the price book, reflecting any pricing structures or rules. Following this, running the Product Hierarchy Maintenance job ensures that the product hierarchy includes the new product, maintaining data consistency and hierarchy integrity across the catalog. These steps are critical for ensuring that the product is available for use in quotes and orders without issues.

NEW QUESTION # 137

The Communications Cloud...

- A. Provides guided-selling capabilities over a single channel.
- B. Applies to consumer accounts only.
- C. Includes a configure-price-quote component.

Answer: C

Explanation:

* C. Includes a configure-price-quote component: The Communications Cloud offers a robust configure-price-quote (CPQ) component, which is integral to managing the complex pricing and configuration needs typical in the telecommunications industry. This CPQ solution supports multi-layered product configurations, bundled offers, and dynamic pricing, essential for both consumer and business segments.

NEW QUESTION # 138

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

- A. PONR Status
- B. State of the Orchestration Plan itself
- C. Salesforce Industries Order Status
- D. Salesforce Status
- E. State of task within an Orchestration Plan

Answer: B,C

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 # 139

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