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

NEW QUESTION # 253

What is the primary reason to apply an entity filter to an action in Vlocity Rule Builder?

- A. Entity filters cannot be applied to an action
- B. To ensure the entity filter used to "find the group" in Vlocity Rule Builder correctly processed the members
- C. To enable eligibility rules for promotions
- **D. To qualify each action applied during rule processing**

Answer: D

Explanation:

The primary reason to apply an entity filter to an action in Vlocity Rule Builder is:

* A. To qualify each action applied during rule processing: Entity filters are used to define conditions under which specific actions should be executed during the rule processing phase. This ensures that actions are only taken when relevant, based on the specific attributes or status of entities involved in the process.

NEW QUESTION # 254

Which field on a Vlocity Picklist is primarily evaluated programmatically either by Vlocity CPQ or Vlocity Order Management?

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

- A. Abbreviation
- B. Text value
- **C. Code**
- D. Label

Answer: C

Explanation:

In Salesforce Industries CPQ, the Code field on a Vlocity Picklist is primarily evaluated programmatically by Vlocity CPQ or Vlocity Order Management. The code is a unique identifier used by the system to apply logic and make decisions programmatically.

* Code: Acts as the key identifier that the system uses to reference the selected picklist value in formulas, rules, and scripts. It is crucial for ensuring the correct application of business logic across different modules of the Salesforce Industries suite.

NEW QUESTION # 255

What happens when the Base Price property is checked for a price list entry?

- A. The display text for that price list entry will display as the list price or the recurring price in the Products list in Vlocity Cart
- B. Once the price list entry is marked as a base price, no context rules can be associated with it
- **C. The price list entry will be used as the starting price when the product is added to the cart**
- D. The price list entry will be used to determine the cost basis

Answer: C

Explanation:

When the Base Price property is checked for a price list entry in Vlocity CPQ, it indicates that the price list entry will be used as the starting price when the product is added to the cart. This base price serves as the foundational cost before any discounts, promotions, or additional configuration-based pricing adjustments are applied. It establishes the initial price point from which all other price calculations are derived during the sales and configuration process.

NEW QUESTION # 256

How are Vlocity Picklists used in context rules during design-time?

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

- A. To specify product attribute values that will be evaluated during rule processing.
- B. To specify defined values for context dimensions.
- **C. To specify defined values for context mappings.**
- D. To specify defined values for the end-user to select during order capture.

Answer: C

Explanation:

Vlocity Picklists are used in context rules to specify defined values for context mappings during design-time.

These picklists facilitate the setup of context rules by allowing designers to select predefined values from a list, which are then used to configure how rules should apply in specific scenarios. This approach simplifies the configuration process, ensures consistency in rule application, and reduces errors by limiting the values to those predefined in the picklist, thereby making the rules easier to manage and more predictable in behavior.

NEW QUESTION # 257

The options for pricing bundles include: (Choose TWO)

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

- A. Assigning only pricing elements to the parent and children

- B. Assigning a price to the parent and zero prices to the children
- C. Assigning the parent a zero price
- D. Assigning only pricing variables to the parent and children

Answer: B,C

Explanation:

In Salesforce Industries CPQ, when pricing bundles, there are multiple strategies you can employ:

* Assigning the parent product a zero price and managing pricing entirely through the child products.

This approach is often used when the value of the bundle is derived solely from its components.

* Assigning a price to the parent product and setting the prices of the child products to zero. This strategy might be used when the parent product's price encompasses the total value of the bundle, and the child products are considered included or complimentary. These methods offer flexibility in how bundles are presented and priced, allowing businesses to tailor their pricing strategy to match their sales and marketing objectives.

NEW QUESTION # 258

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