

Ind-Dev-201 Certification Sample Questions | Ind-Dev-201 Latest Exam Papers

CPI Certification Test Questions and Answer solutions (Verified Answers)

4 Behavior Levels

- ✓ Anxiety
- 2. Defensive
- 3. Acting Out Person
- 4. Tension Reduction

Staff Attitude and Approach to Anxiety

- ✓ Be Supportive
an emphatic non-judgemental attempt to alleviate anxiety

Staff Attitude and Approach to Defensive

- ✓ directive-attempt to control the situation and begin to set limits

Staff Attitude and Approach Acting Out Person

- ✓ non-violent physical crisis intervention

Staff Attitudes for Tension Reduction

- ✓ therapeutic rapport decrease in energy regaining of rationality

Integrated Experience

- ✓ we can set the tone for whether or not the behavior escalates or de-escalates

Non-verbal-proxemics (personal space)

- ✓ area surrounding your body considered an extension of self. 1 1/2 to 3 feet (typically) culture, height, gender, age, status, appearance, and familiarity.

kinesics (body language)

- ✓ non-verbal message transmitted by motion and body posture. Factors: eye contact, facial expressions send a very strong message gestures, how we stand (stance) hands

3 reasons for using the CPI supportive stance

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Salesforce Certified Industries CPQ Developer Sample Questions (Q305-Q310):

NEW QUESTION # 305

Non-centralized data is:

- A. Beneficial to telecommunications companies
- B. A profitable way to aggregate data
- C. A business challenge for telecommunication companies

Answer: C

Explanation:

In the context of telecommunications companies, non-centralized data presents significant business challenges. This dispersion can lead to inconsistencies in data handling, difficulties in data analysis, and barriers to providing unified customer experiences. Centralizing data helps in improving data accuracy, enhancing customer service, and streamlining operations, which is essential for companies dealing with large volumes of customer interactions and transactions.

NEW QUESTION # 306

How should the developer configure the products to support these requirements following best practices?

- A. Create an object type for each phone. Create a Color attribute, and assign it to each of the object types. On each object type, override the default picklist with custom picklist.
- B. Create a Color formula field on the Product2 object. Use a function to display different values depending on a product code lookup.
- C. Create a Color attribute and assign it to an object type. Create products for each phone using the object type, and override the inherited Color attribute's picklist with a custom picklist.
- D. Create Product2 record types for each phone. Create a Color attribute and assign it to the record types. Create global picklist for each set of possible colors, and assign the picklist to the record types.

Answer: C

Explanation:

For configuring products to support various colors in a flexible and scalable manner, it's best to create a Color attribute and assign it to an object type. Then, create products for each phone using this object type. By overriding the inherited Color attribute's picklist with a custom picklist for each product, the developer can ensure that each phone model can have its unique set of available colors. This approach leverages Salesforce's object and attribute functionality to maintain clean data structures while allowing for customization at the product level.

NEW QUESTION # 307

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

- A. True
- B. False

Answer: A

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 # 308

In Vlocity Rules, what type of rule can evaluate order line items?

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

- A. Context Rule - Qualification
- **B. Advanced Rule - Eligibility**
- C. Advanced Rule - Configuration Validation (Compatibility)
- D. Advanced Rule - Availability

Answer: B

Explanation:

In Vlocity Rules, an Advanced Rule - Eligibility can evaluate order line items. This type of rule is specifically designed to assess whether certain criteria are met for products or services within the order, determining their eligibility based on predefined business logic.

* Advanced Rule - Eligibility (C): Such rules are crucial for enforcing business constraints and eligibility criteria on products and services at the line item level, ensuring compliance with business rules and policies.

NEW QUESTION # 309

The Communications Cloud...

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

Answer: A

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 # 310

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