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Salesforce Certified Industries CPQ Developer Sample Questions (Q85-Q90):

NEW QUESTION # 85

Which of the following Attribute Category fields is displayed at run-time during order capture in Vlocity Cart?

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

- A. Category
- B. Name
- C. Display Name
- D. No fields are displayed at run-time.

Answer: C

Explanation:

During the order capture process in Vlocity Cart, the Display Name of an Attribute Category is displayed at run-time. This field is used to present a user-friendly name of the category to the end user, which can differ from the technical name (or 'Name') used in system configurations.

* Display Name: This is crucial for improving user experience by providing understandable and relevant descriptors for the attributes being configured or adjusted during the order capture process.

NEW QUESTION # 86

When a user performs a search on the product list in Vlocity Cart, which fields are queried?

- A. Product Name
- B. Product description
- C. Product Code
- D. List Price

Answer: A,B,C

Explanation:

When a search is performed on the product list in the Vlocity Cart, typically the fields that are queried include: A. Product Name:

This is a common search field as it allows users to find products based on their names. B. Product description: This field helps in searching for products based on descriptions which might contain key features or benefits. C. Product Code: Often used for searching, especially when users know the specific code or SKU of the product they are looking for.

These fields are commonly indexed and searched to facilitate quick and efficient product lookup in dynamic sales environments.

NEW QUESTION # 87

What is the CpqAppHandler method to use when you need to create an order?

- A. getCart
- B. createCart
- C. newCart
- D. postCart

Answer: B

Explanation:

* C. createCart: The createCart method is typically used in Salesforce Industries CPQ to initiate a new cart, which can be equivalent to creating a new order. This method sets up a new cart instance where products and services can be added before finalizing the order.

NEW QUESTION # 88

Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to an order to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order?

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

- A. Change
- B. Existing
- C. Configured
- D. Add

Answer: A

Explanation:

When an existing customer like Carole White decides to add a new product to her current subscription, such as the Smart Cloud Security product, the action status of the existing subscription (Family Simple Choice Plan) in the Salesforce Industries CPQ context typically updates depending on the nature of the change:

* B. Change - Since Carole is adding a product to her existing plan, the line item action status for the Family Simple Choice Plan will be marked as "Change." This status indicates that the existing asset is being modified rather than being newly added or merely existing without modifications.

NEW QUESTION # 89

What determines the explanation for the discounted price of a child product in a promotion?

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

- A. The display text associated with the base price
- B. The promotion code
- C. The display text associated with the time policy
- D. The promotion description
- E. The display text associated with the price adjustment or override

Answer: E

Explanation:

The explanation for the discounted price of a child product within a promotion is determined by the display text associated with the price adjustment or override. This text typically provides details about why the price has been adjusted or overridden, such as a specific promotion or discount offer. This feature is crucial for transparency, helping customers understand the pricing changes and the value offered through the promotion.

NEW QUESTION # 90

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