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Salesforce Certified Industries CPQ Developer Sample Questions (Q310-Q315):

NEW QUESTION # 310

What are the purposes of the CPQPartition platform cache? (Choose TWO)

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

- A. To store a consolidated product attribute list, ensuring good performance during product configuration
- B. To store data for CPQ context rules, increasing the speed of read/write operations
- C. Cache local data for browser use
- D. To store a streamlined version of the product hierarchy

Answer: A,D

Explanation:

The purposes of the CPQPartition platform cache in Salesforce Industries CPQ are multifaceted, focusing primarily on enhancing performance and efficiency. The cache stores a streamlined version of the product hierarchy, allowing for faster access and navigation within the CPQ tool, which is crucial during complex configuration processes. Additionally, it consolidates the product attribute list, which ensures good performance by minimizing the overhead needed to fetch these details repeatedly during product configuration sessions. This helps in maintaining a responsive user experience by speeding up read operations and reducing the time taken to load and interact with CPQ data.

NEW QUESTION # 311

Which of these could be considered an adjustment? (Choose TWO)

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

- A. S50 off
- B. S35 recurring monthly price for B2C customers
- C. 20%off for 3 months
- D. S12 price for a product on an employee price list

Answer: A,C

Explanation:

In Salesforce Industries CPQ, when creating a custom pricing plan step for attribute-based pricing in the Default Pricing Plan, it is most effective to place the step between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments. This placement allows the custom step to utilize initialized pricing variables effectively and apply these before any offer adjustments are made. By sequencing it in this manner, the custom pricing logic can accurately reflect the attribute-based conditions before the system calculates the final adjustments based on promotions or other pricing offers.

NEW QUESTION # 312

What type of inheritance architecture do Vlocity object types use?

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

- A. HAS-A inheritance architecture
- B. IS-A inheritance architecture
- C. Protected (Private) inheritance architecture
- D. Hybrid (Virtual) inheritance architecture

Answer: B

Explanation:

In Vlocity, which is now part of Salesforce Industries, object types often utilize an IS-A type of inheritance architecture. This type of architecture is used where a subclass inherits from a parent class, signifying that an object of the subclass is a type of the parent class object. For example, in Salesforce Industries CPQ, you might find that product options inherit characteristics from a generic product class, which allows them to maintain some base functionalities defined in the parent class while adding specific attributes or behaviors unique to the subclass. This IS-A relationship is foundational in object-oriented programming and is employed within the Salesforce platform to enhance modularity and reusability.

NEW QUESTION # 313

Rules are triggered:

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

- A. Only when they are in a flow
- B. When the "Validate Cart" button is clicked
- C. When the interface is triggered
- D. In alphabetical order
- E. Based on user language settings

Answer: B

Explanation:

Rules in Salesforce Industries CPQ are triggered when the "Validate Cart" button is clicked. This mechanism ensures that all the

business rules and validations are enforced at a critical point in the transaction process, specifically when finalizing the configurations and selections in the cart.

* When the "Validate Cart" button is clicked (D): This trigger is crucial for ensuring that the cart meets all business, product, and regulatory requirements before proceeding to checkout or final approval, providing a safeguard against incorrect or incomplete configurations.

NEW QUESTION # 314

Entity Filters are tied to a single Advanced Rule.

- A. False
- B. True

Answer: A

Explanation:

Entity Filters in Salesforce Industries CPQ (formerly Vlocity CPQ) are not exclusively tied to a single Advanced Rule. Instead, they can be associated with multiple rules, depending on the complexity and needs of the configuration. This flexibility allows Entity Filters to be reused across different rules, enhancing efficiency and reducing redundancy in rule setup.

* False (B): Entity Filters are designed to be modular and reusable, allowing them to be applied across various scenarios and rules within the Salesforce Industries CPQ environment.

NEW QUESTION # 315

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